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The American Artisan
And Hardware Record

Vol. 48. No. 14. CHICAGO, OCTOBER 1, 1904. $2.00 Per Year.

BOMMER SPRING HINGES

(ESTABL. 1876.)

ARE THE BEST

BOMMER BROTHERS, MF'RS. 256 to 276 CLASSON AVE. BROOKLYN, N.Y.

Plow Bolt Season is Now Here

If you want the best, send your orders to Columbus Bolt Works, Columbus, O.

Tinners Find Employment
By advertising and using
THE POWERS AUTOMATIC CHIMNEY TOPS

They make chimneys draw, give Tinners employment making stocks, and give the dealers profit. Sold by Hardware Jobbers and Dealers. Made only by POWERS BROS. Streator, - Ill. This cut free to dealers.

If you're far up in Alaska,
If you're way down near the straits,
If you're living in Old Russia,
If you're munching Arab dates;
If you want a ready market,
If you need a steady man,
It puts money in your pocket—
THE AMERICAN ARTISAN.

WE MAKE

Stove, Tire and Carriage Bolts—Rods, Rivets, Machine Screws, Nuts, Hinge Pins and Special Bolts, Screws and Nuts of all descriptions

THE ATLAS BOLT & SCREW CO.
Cleveland, O.

Always On Top

Any weak spot in your roofs should be attended to now. A leaky roof can cause an immense loss on short notice. American Seal Elastic Oil Cement is sure cure. If your roof is old and cannot be soldered this is the one thing to use. American Seal Roof Paints, Metallic and Graphite, preserve and protect. None better, none just as good. Prices are right even if the quality is the very best.

Agencies: J. L. PERKINS & CO., 235 Lake St., CHICAGO, ILL.
STOCKHOFF SUPPLY CO., 107 N. Main St., ST. LOUIS, MO.

BLACK DIAMOND FILES AND RASPS
PERFECT—ALWAYS

TWELVE MEDALS AWARDED AT INTERNATIONAL EXPOSITIONS

G. & H. BARNETT CO.
Black Diamond File Works PHILADELPHIA

BROWN WELDLESS COW TIES

Twice as strong as welded chain.

A sample (full length) delivered for one cent. Any Retail Dealer sending postal card request with name of Jobber secures sample prepaid.

Sole Manufacturers
The Bridgeport Chain Co., Bridgeport, Conn.

Showing Heating Flue "in the fire."

CINDERELLA AND GOOD LUCK MULTIPLE EFFECT GAS HEATER.

Does a Blacksmith put his iron into the fire to heat it or does he simply lay it up close to the fire?

Everybody knows that he puts it into the fire and they know the reason why. He gets it hot in less time and with much less consumption of fuel.

Multiple Effect Gas Heaters

work exactly this same principle.

The mammoth heating tube runs through the center of the fire, giving these stoves greater heating power than can be had by any other construction. No matter what you have been thinking on the Gas Heater Question, you can change your mind without losing money, for

Multiple Effects Bring Dealers Extra Profit

You need not sell them at higher prices. You can buy them right.

Pittsburgh Stove & Range Company

PITTSBURGH, PA.

The Model Hot Blast

Is a new Air Tight Built Stove, regularly supplied with Hot Blast Tube, but can be used without tube.

Bristles with special features—such as inside register protector, substantial perforated mica protector, handsome turnkey, etc. See cut for nickeled parts.

The Model Oak

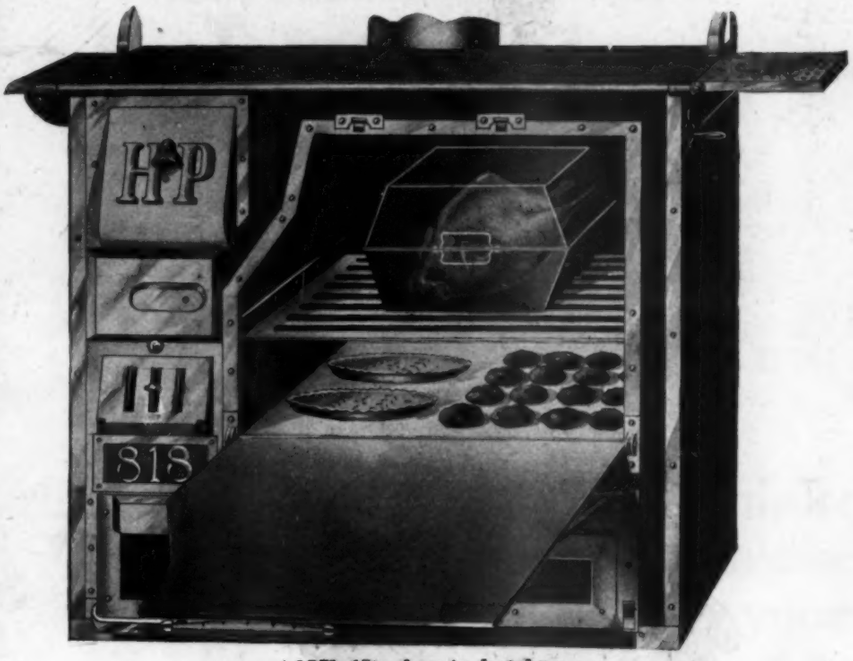
has draw center grate, gas burning register in feed door, check register in pipe collar, anti-buckling drums, nickel rings and plates, smoke curtains and many special features.

THE PORTSMOUTH STOVE & RANGE CO.

Portsmouth, Ohio.

MORLEY BROS., Saginaw, Mich., Wholesale Agents for Michigan.

ANGULAR DINNER OVEN.



15 1-4 inches in height.

The High Closet with this range has 8¾-inch drop door openings.

The Angular Oven is one of Utility.

10-inch Roaster does not interfere.

Greater Home Pride Malleable-Steel Range

Heaviest in Material.

Most Complete in Construction and Richest in Finish.

Not Cheap, but the Best.

HOME PRIDE RANGE CO.

Branch Houses { L[illegible]N, MILWAUKEE, DE[illegible]ES, MINNEAPOLIS

MARION, IND.

GOVERNMENT STATISTICS

show that there is within 6% as much heating power in a bushel of soft coal as there is in a bushel of anthracite coal. The same statistics show that it requires 2¼ tons of soft coal, in underdraft stoves to give as much heat as one ton of hard coal—because the soft coal smoke and gases are lost in the chimney!

WHITE'S STOVES & RANGES THE FUEL SAVERS

WHITE'S BEACON STOVES

thoroughly consume these gases—giving nearly the same heat as from hard coal—with a big saving in coal bills.

WHITE'S BEACON Soft Coal Heaters are great sellers—and they make friends wherever they're sold.

Send for our catalogue, prices and Exclusive Agency Proposition.

THOMAS WHITE STOVE CO.

QUINCY ILLINOIS

WHITE'S STOVES & RANGES THE FUEL SAVERS

IF your customer is thinking of buying, you can make the sale if you have on your floor a

JEWEL STEEL RANGE

Just to have one will make a woman want one. Try it and see. Every dealer knows a Jewel made in Chicago is different.

Those who have sold them know they are the best.

We invite dealers to make our booth in the Manufacturers' Building at St. Louis their headquarters.

GEO. M. CLARK & CO. DIVISION
AMERICAN STOVE COMPANY
CHICAGO, ILL.

JEWELS ARE ALL RIGHT

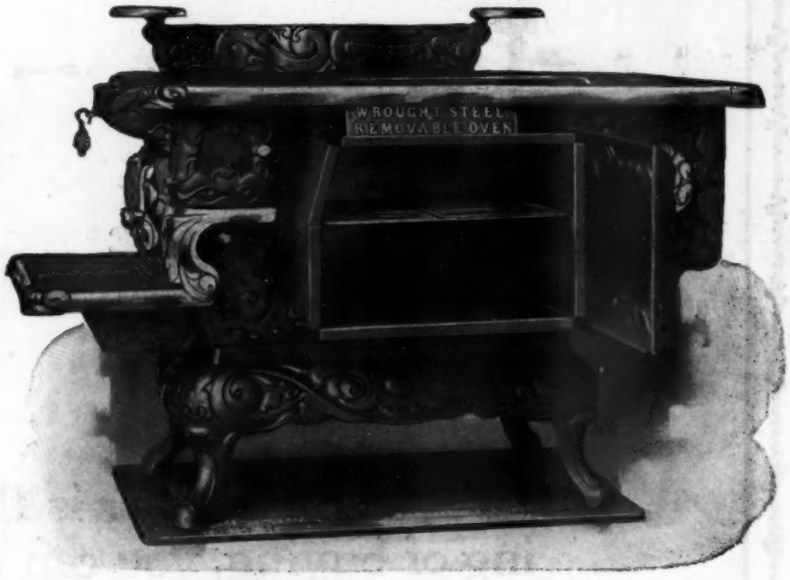
SOLID ECONOMY

REMOVABLE STEEL OVEN

A Unique Feature

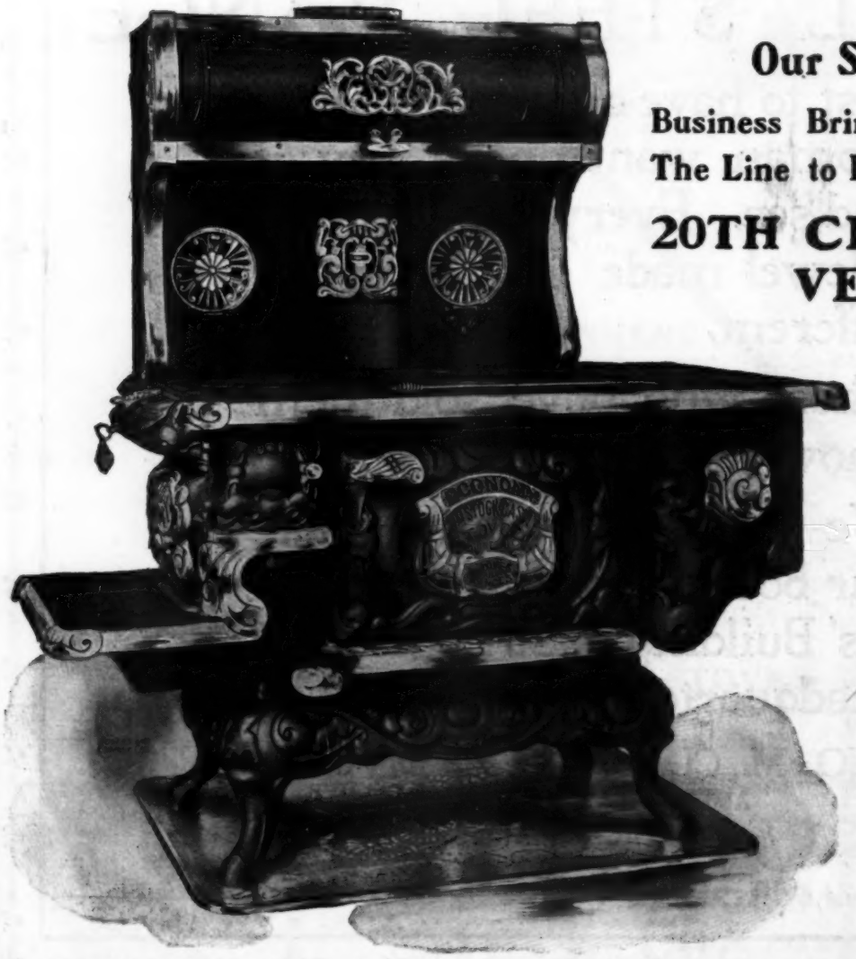
Popular Success Remarkable

REMEMBER
SOLIDS
ALONE HAVE THEM



Comstock-Castle Stove Co.

Quincy, Illinois



Our SOLID Line

Business Bringers, Large Sales.
The Line to Handle for Profit.

20TH CENTURY VENTILATED

FIRE BACKS

In the

SOLID ECONOMY

TOO

Sold with or without thermometer

Complete stocks carried in
BRANCH HOUSES
AT KANSAS CITY
AT CHICAGO
AT MINNEAPOLIS

CATALOGUE NUMBER FIFTY-SIX NOW READY SEND FOR IT.

THE EASY LINE TO SELL

Mr. Dealer:

Are you buying Steel ranges or "Trade Marks." We are selling Steel Ranges, with GOOD talking points, every one a useful item in construction. See that "Role-up" oven door? No more scraped shin bones, no more scorching blasts, as with the ordinary drop oven door.

Get a sample and let the housewives see it, they can appreciate the usefulness of the "Role-up" oven door more than the worthy Lord of the household can.

The Wormnest Stove & Range Company
GRAND RAPIDS, MICH.
Agents.

Ashland Steel Range & Mfg. Co.
ASHLAND, OHIO.
Manufacturers.

Don't Let Them Go—Buy

It will pay you to correspond with us, getting our prices and cuts of our entire lines.

FLORENCE GEM

Reservoir and High Closet **16-18 inch Oven**
Planished Steel Body, Cast Reservoir Casing.

QUEEN GEM

6 Hole Top **With or Without Pouch Feed**
Japanned Steel Body, Steel Reservoir Casing.

Toledo Stove & Range Co., Toledo, O.

AMERICA'S BEST!

MILLER RANGES

COAL and GAS

Write for Catalogue and Prices

The Wm. Miller Range & Furnace Co.

CINCINNATI, OHIO

STAR SHOVELS
STAR SHOVEL & RANGE CO. VINCENNES, IND.
SPADES AND SCOOPS
WARRANTED

Vincennes, - Indiana.

"I AM DE COOK, DE HUB RANGE AM DE COOKER"

Any dealer looking for the best, most attractive, up-to-date and complete line of Ranges in America, should at once secure the sale of the

HUB

SMITH & ANTHONY COMPANY, 48-54 UNION STREET, BOSTON, MASS.

Manufacturers of Cooking and Heating Apparatus of Every Style and Description.

Ventiduct Idea
Vitally Interesti'g
Vigorously Important
Very Indestructible
Virtually Incomparable
Victorio'sly Imperative

and at that it's only **one** feature of the **Gold Coin** Ventiduct Base Burner.

Write us for catalogue and particulars

THE CHICAGO STOVE WORKS

Stove Makers to the Trade

Blue Island Ave. & 22nd St., CHICAGO

THATCHER COMFORT STEAM AND HOT WATER HEATERS

Look at the interior construction of the Dome.

You can see at a glance how the products of combustion are retarded until all the heat units have been extracted.

This not only means fuel economy, but what is as important, the Dome makes a perfect super-heater, and nothing but absolutely dry steam is delivered to the radiation.

A Steam Heater, Range or Furnace that bears the "Thatcher" name-plate will bring sales and pleased customers to any fitter who handles them.

Thatcher Furnace Co.

240 Water St., New York City.

Works: Newark, N. J.

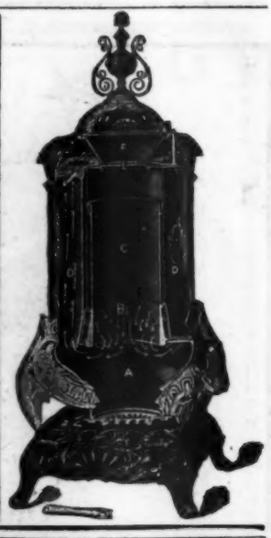
The Diamond Slack Burner

isn't like the ordinary "soft coal heater." The DIAMOND SLACK BURNER first cokes the slack, lignite or soft coal, then consumes the gases from the coke, and finally burns the coke.

These three operations, occuring at the same time, not only utilize every particle of fuel, with no waste, but give off an enormous volume of heat.

Our catalogue tells our story plainly—free to any stove dealer.

DIAMOND STOVE CO.
DETROIT, MICHIGAN



RETORT OAK

Nos. 166--188

THE OLD

stove dealer knows that almost every manufacturer of stoves in the country has tried to produce a

MAGAZINE STOVE

that would

FEED

any kind of

SOFT COAL.

He also knows whether they were

SUCCESSFUL

or not.
The problem has been solved by a

RETAILER

of stoves, who sold all of them and knows what

"GRIEF" IS.

OUR RETORT OAK

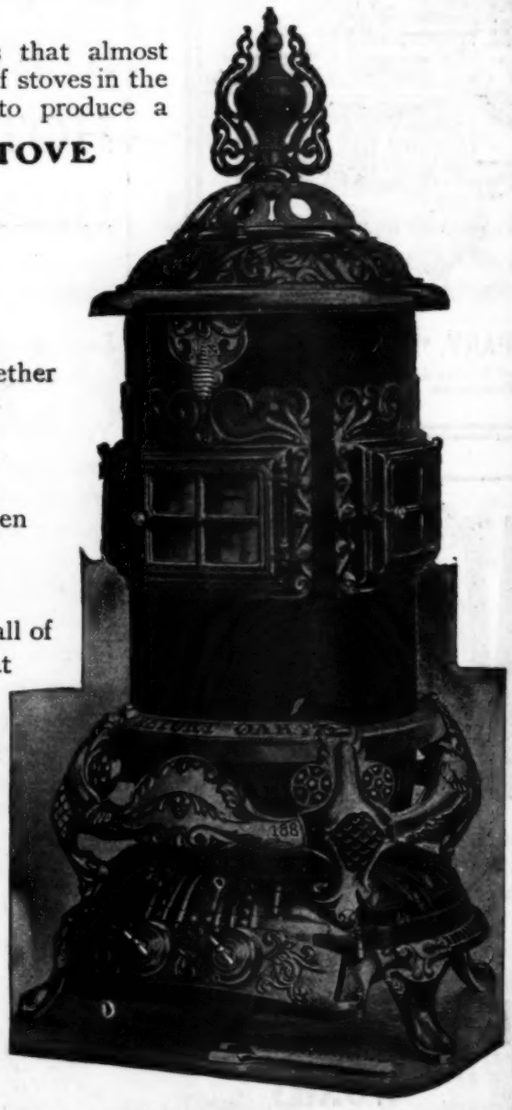
Nos. 166 and 188 are all right.

HANDSOME

and

POWERFUL.

Manufactured only by



MARION STOVE CO.

MARION, INDIANA

An advertisement is a platform from which the manufacturer or jobber can address more dealers than could be crowded into the largest hall in the world.

x x

It is a long distance telephone with multiplex connections *ad infinitum* by which he can talk to thousands of dealers.

x x

It is not only the cheapest circular that can be sent through the mails but it carries greater prestige than any other.

x x

It is a signboard placed where thousands of retailers are congregated.

x x

It is a wireless telegram to the trade.

x x

It is the electric button which starts the complex system of modern business, causing the retailer to seek the jobber and the jobber the manufacturer.

x x

It is a match which when touched to a stock clears it out.

x x

The CLERMONT FIRE POT

is vitally different from those in all other soft coal stoves.

The CLERMONT Hot Blast Fire Pot, moulded in one piece, has narrow, perpendicular openings cast in the sides, admitting a constant, even flow of air, no matter how much coal there is in the Fire Bowl.

This air is taken through a perfect-fitting top screw Register, and passing through the air chamber around the fire pot is super-heated—and on admission to the fire, combines the oxygen with the smoke and gases insuring perfect combustion.

The CLERMONT is made in four sizes—14" to 20" firepots.

Why not please your customers—why not sell the CLERMONT?

Descriptive circulars and prices on request.

GEM CITY STOVE CO., Dayton, Ohio

"MICA" ASSORTED SIZES

With your order we send our retail price card showing how to sell mica by the sheet at 100 per cent. profit. Here are three well selected assortments. We put them up expressly for the retail stove and hardware trade:

ONE POUND—4 SIZES

¼ lb. each size

North Carolina, $2.25	4½ x 6	2½ x 3
Wyoming, - - 1.90	2¼ x 3¼	2 x 5

TWO POUND—8 SIZES

¼ lb. each size

North Carolina, $4.30	2 x 3	2¼ x 3½
	2 x 4	2½ x 3
Wyoming, - - 3.60	3 x 3	2½ x 5
	3 x 4½	4½ x 6½

THREE POUND—12 SIZES

¼ lb. each size

North Carolina, $6.15	4¼ x 5	2¾ x 3¼
	2¼ x 4½	2 x 4
	3 x 3	2¾ x 2¾
Wyoming, - - 5.15	2½ x 3	5 x 6
	2 x 3	2½ x 5
	2 x 4½	2¼ x 3¼

EUGENE MUNSELL & CO.
"THE MICA HEADQUARTERS"

CHICAGO: 117-119 LAKE ST.

NEW YORK CITY, 218 WATER ST.

Enough Sizes, Patterns and Grades in the line of

BORN RANGES

to suit everybody.

Good Talking Points and Right Prices make easy selling—try it.

The Born Steel Range Company

Makers of Ranges, Ovens, Boilers, Coffee Urns, Steam Tables, Laundry Stoves, Water Heaters, etc.

CLEVELAND, OHIO.

HERE IT IS

The "Graf" Carbide Can Opener

Manufactured by

The Acetylene Light & Heat Co.
Cincinnati, Ohio.

A Money Saver for the Carbide User.

No more damaged lids or gaskets, hence, no air admitted to your carbide can, thus avoiding a waste of gas to the amount of from $0.50 to $1.00 per can.

INDEPENDENT GAS HEATERS

are made, not only to sell but to

HEAT

They have a power heretofore unknown, simply because the radiating surface is placed right where it belongs—directly *over* the burner.

CATALOGUE?

INDEPENDENT REGISTER CO.
Cleveland, - Ohio.

RADIUM STEEL RANGES

Three Distinct Styles and Three Sizes of Each Style

The Interchangeable Features on these Ranges enable the dealer to supply the wants of his customers, though he may carry but a limited stock.

Extended Fire Box to take in 25-inch wood.

The Broiler is an exclusive feature.

Large Pouch Feed on the Standard Range.

Air-tight Screw Draft Regulator.

Removable End Shelf on all Square Top Ranges.

All Ranges can be set upon ornamental cast base.

In every respect this line will be found to be the most improved, complete, up-to-date, convenient and most profitable for dealers to handle.

The Auer Register & Manufacturing Co.
Toledo, Ohio

ANCHOR PASTE FLOUR Patented Original Cold Water Paste

Saves Freight on Water. Always Ready for Use. Vermin, Rat and Mice Proof.

BEST and CHEAPEST Paste for STEAM and HEAT Pipe Covering Work

Beware of Imitations. Write for Sample.

ANCHOR PASTE COMPANY, INCORPORATED 1889 **BALTIMORE, MD.**

JOHN H. ROBERTS,

Writes: "I consider **The American Artisan** a great help to any tinner or any man in business."

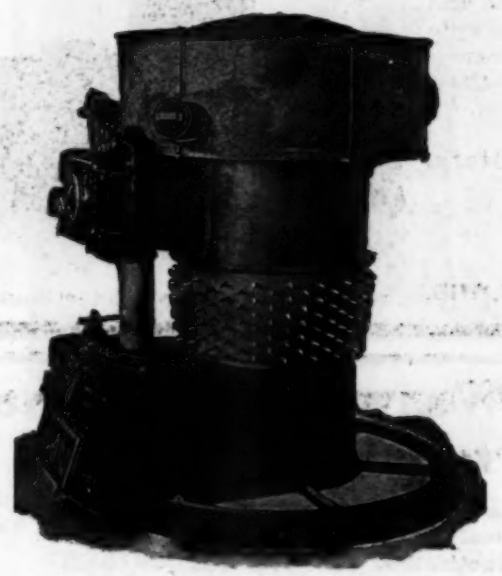
MUNHALL, PA.

JOHN KONTNY

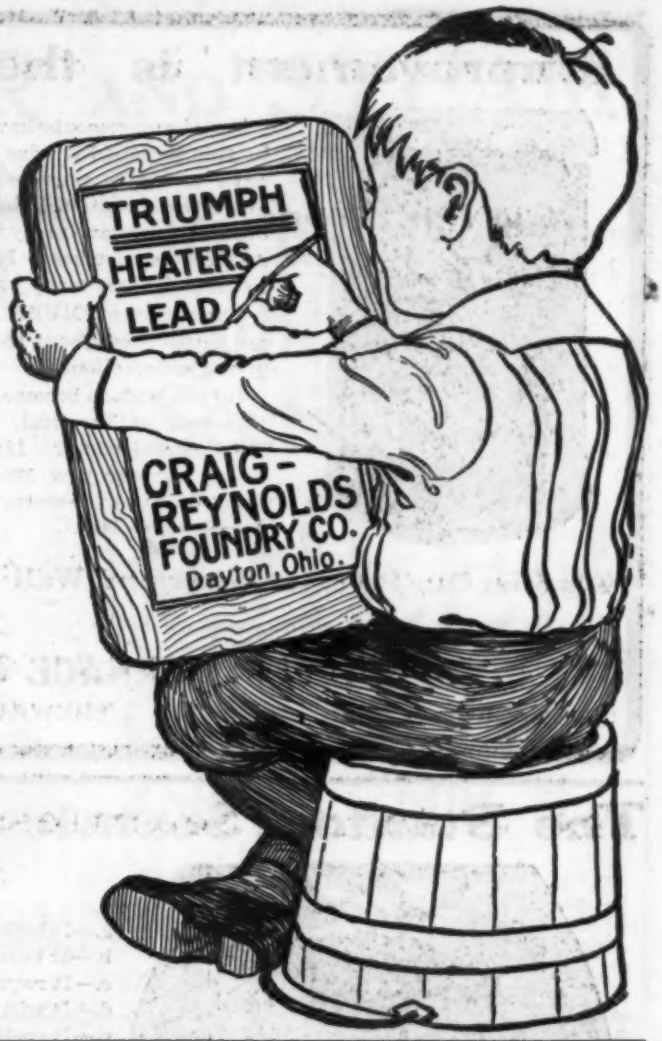
65-67 N. DESPLAINES ST.

CHICAGO

WESTERN AGENT



THE TRIUMPH STEEL FURNACE. Five Sizes.
Hard Coal. Portable or Brick Set.



If you wish the best known

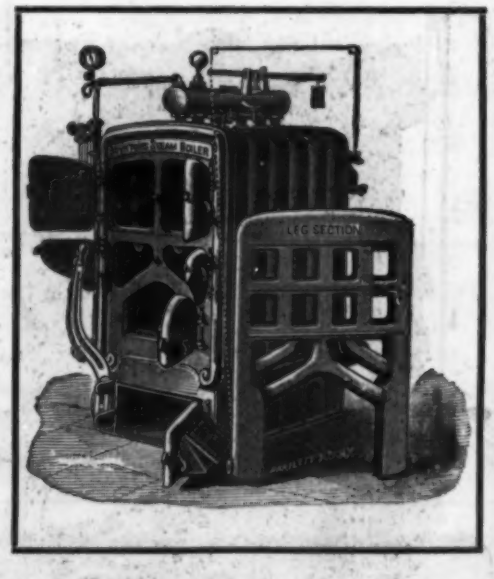
Hot Air Furnaces

Steam and Hot Water Heaters

and the largest stock and varieties to select from, send for **THE BOYNTON FURNACE CO'S.** CATALOGUE, which is complete. There may be others, but the genuine

BOYNTON HEATERS

are sure to be right.



The BOYNTON FURNACE CO.

147-149 Lake St., CHICAGO **207-209 Water St., NEW YORK**

Improvement is the Order of the Age

Vast improvements have been made in the MUELLER line of furnaces, until to-day it possesses all the improvements contained in any and all other furnaces, and many improvements no other furnace has. It will pay you to learn of these many improvements.

Thousands of MUELLER furnaces are in use throughout the country, all giving satisfaction.

Do you wish to become an agent for this line of Powerful, Durable and Economical heaters? If so, then write to-day for our new 1904 catalogue—Don't wait until to-morrow to do this—It may be too late.

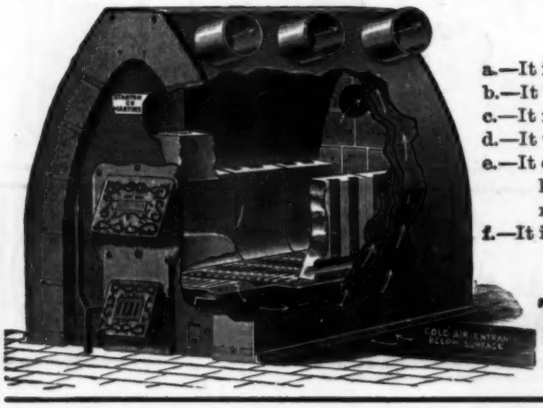
Radiator Showing Travel of Products of Combustion.

Also Get Our Prices on Floor and Wall Registers.

L. J. MUELLER FURNACE CO.

191 Reed Street MILWAUKEE, WIS.

The Stanton Seamless Warm Air Furnace



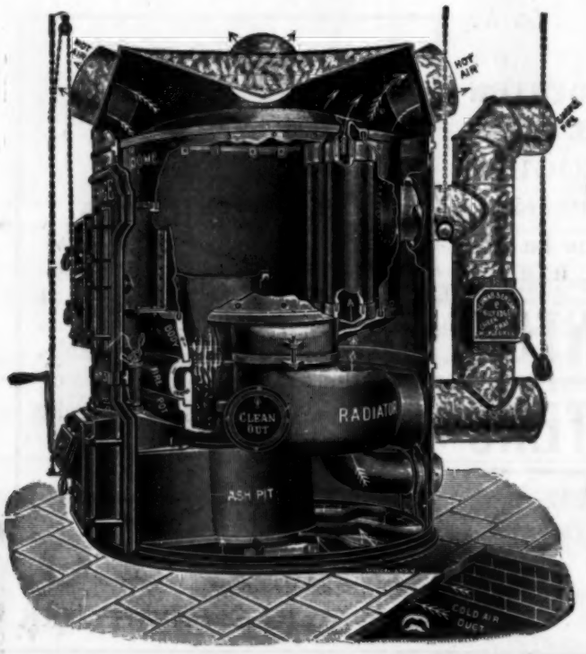
IS THE BEST BECAUSE

a.—It is *Seamless* and cannot leak gas, smoke and dust.
b.—It burns soft coal slack perfectly.
c.—It requires less attention.
d.—It will hold fire longer and keep house at even temperature.
e.—It costs less for repairs, and will last longer. We have many which have been in use for ten years and have never cost anything for repairs.
f.—It is easy to sell, being different from anything on the market.

WRITE FOR CATALOGUE.

THE STANTON HEATER COMPANY

MARTIN'S FERRY, OHIO



For Burning SOFT COAL

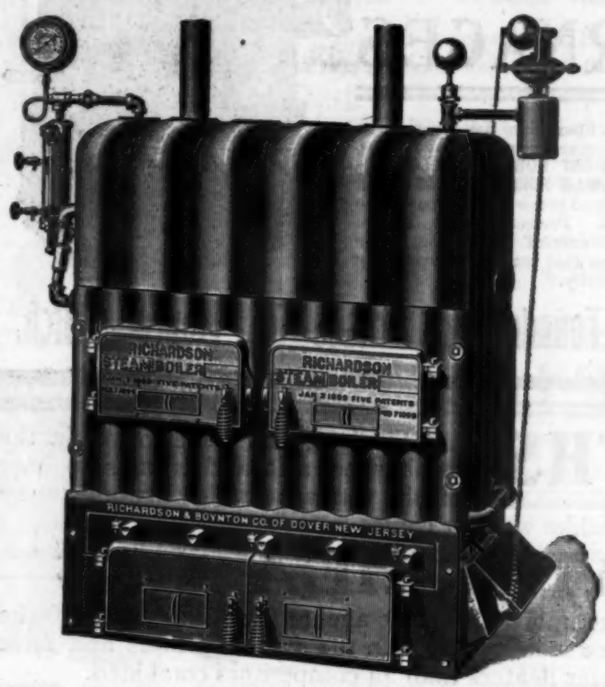
There is no better Furnace than the GILT EDGE, fitted with Low Down Radiator.

This Furnace, like all GILT EDGE Furnaces, is the best it can be made; has the Keystone gas-tight joints; heavy, durable castings; deep Ash Pit; Large radiating surfaces—and is fitted with double feed doors for burning wood, if desired.

Our catalogue illustrates and describes the entire GILT EDGE Line. May we send you a copy—with our prices.

R. J. SCHWAB & SONS CO.,
Milwaukee, Wisconsin.

HOT WATER AND STEAM



Richardson Tubular Sectional

BOILER

Capacities from 450 to 7500 ft.

RICHARDSON & BOYNTON COMPANY

234 Water Street, NEW YORK 84 Lake Street, CHICAGO

Are You "In Line"?

Are you one of the 700 KELSEY AGENTS ?

Every one of the 700 is in line for a big season next year—every one will find a big increase in his business—with more KELSEY purchasers than ever before.

700 are "in line"—ARE YOU ?

This year so far has been the biggest year in the history of the KELSEY. But we're not content—we want to make next year still bigger.

While the KELSEY is the best it can be made, we're making improvements here and there in its construction; we're working on improved methods for assisting the KELSEY agents—we're making improvements wherever we can—all for the purpose of making next season a banner year for the KELSEY and for the KELSEY Agents.

If you're not now in line—now is the time to "Fall in."

May we send you our catalogue and prices ?

KELSEY HEATING CO., SYRACUSE, N. Y.

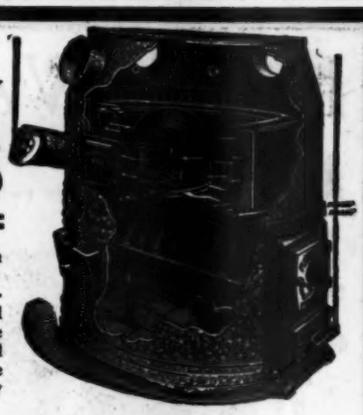
New York City:
156 FIFTH AVENUE

Western Sales Agents:
COOK & VAN EVERA CO., 38 E. Lake St., CHICAGO, ILL.

JAMES SMART MFG. CO., Ltd., Brockville, Ont., Sole Makers for Canada.

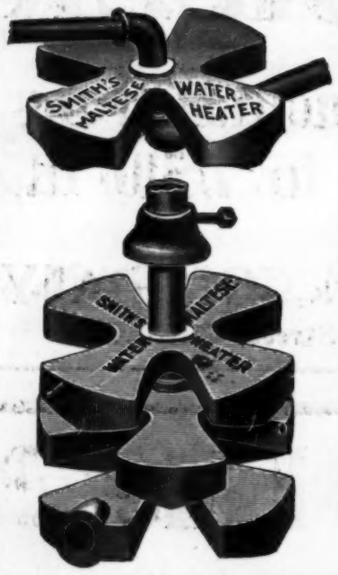
The Record of the

FLORAL CITY FURNACES



During the past ten years has never been equalled. They are, as a line, the BEST FITTED AND MOST POWERFUL, ECONOMICAL AND DURABLE FURNACES MADE, and we stand ready to prove this at any time by actual test. Perfect castings, skillful workmanship, careful supervision, these are the features that mark the superiority of the Floral City.

Monroe Foundry & Furnace Co., Monroe, Mich.



SMITHS'

are the long suit, the strong suit, the established suit and trumps to boot of the furnace trade, manufacturers and retailers alike when it comes to

WATER HEATERS

We have more than 500 agents including some of the largest furnace manufacturers in the United States and have sold more water heaters than all competitors combined.

170 Maltese Water Heaters have gone to a single furnace maker in less than 5 months. If you want to heat a 30 gallon tank or carry 1000 feet of radiation some size of Smith's Maltese Water Heater shown herewith will exactly supply your want.

WHY NOT WRITE FOR CIRCULARS TO-DAY?

CHAS. SMITH CO., 99 Lake St., Chicago.

OMAHA STOVE REPAIR WKS., Omaha, Neb., Western Agents.

Manufacturers of HERO—the "Cold Climate" Furnace.

Large 10 oz. Can.

We Make It!

The BEST Air Drying Iron Enamel Made.

Try a 1-Dozen Case From Your Jobber.

Nickel Plate Stove Polish Co., CHICAGO.

If You Want Practical Up-to-Date Ideas

about steam heating, furnace heating and hot water heating, you should get the . . . . . .

IF You want the practical experience of many experts rather than the heating theories of one man, you should get the . . . . . .

IF You desire estimates and plans of heating work that will save you many dollars in your work, you should get the . . . . . .

House Warming Manual

Price, $3.50. For sale by all booksellers, or by

DANIEL STERN, 69 DEARBORN STREET, **CHICAGO**

The Champion Hot Water Combination Heaters

They Fit Any Furnace

These Heaters are made in five sizes diameter, and from 50 to 700 square feet radiation capacity.

Will heat those cold rooms or an addition to the building. Will increase the capacity of any furnace. Are cheaper than coils and will do more work.

Write for new circular. Manufactured by

FRANK D. STOLZ

156 Webster Avenue, Chicago, Ill.

AGENTS: Co-Operative Fdy. Co., Rochester, N.Y.; Kelsey Heating Co., Syracuse, N.Y.; Kellogg-Hackey-Cameron Co., Chicago, Ill.; Kellogg-Hackey-Cameron Co., Minneapolis, Minn.; Keith Furnace Co., Des Moines, Iowa; Stockhoff Supply Co., St. Louis, Mo.; Rundle-Spence Mfg. Co., Milwaukee, Wis.; S. E. Sexton & Sons, Baltimore, Md.

"Nothing Succeeds Like Success."

NEW ERA RADIATORS

Are a complete success. That this is true is attested by more than two thousand dealers who have handled them for years.

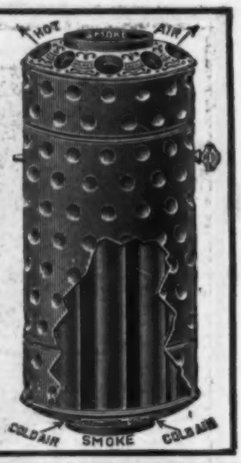
They save heat, cut the coal bills in half, are easy to install, make no dirt or dust, make money for the dealer, give his customers perfect satisfaction.

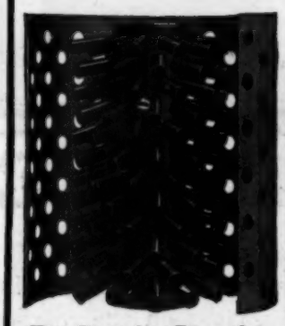
If you're not selling them, you're not making as much money as you might.

For Full Particulars Address

WILMOT CASTLE CO.,

77 Elm Street Rochester, N. Y.





The Part that Does the Business.

SAVE ½ YOUR FUEL

BY USING THE

ROCHESTER RADIATOR

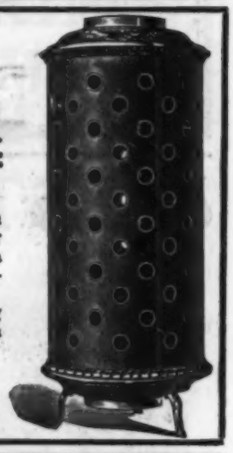
IT WILL DO IT.

Take a common sense view of heating, if you wish to heat a poker, you will hold it over the fire, not at the side. We hold 96 to 120 pokers or tubes over the fire, each having a hollow air space in center through which a current of air rapidly passes, sending the heat to all parts of the room, getting much greater results than any drum or side heater can give.

Inquiries from your town in answer to our advertising in all the leading magazines and family papers are referred to you when you carry our goods in stock. Thus we sell them to you and then sell them for you.

Over 100,000 of them in use.

Write for descriptive catalogue and prices.



THE ROCHESTER RADIATOR CO., 120 Furnace St., Rochester, N. Y.

WEIR

All-Steel Gas and Soot Consuming Furnace is the heaviest steel furnace made. It is absolutely gas and dust tight—a great heat producer and fuel saver.

MEYER FURNACE CO.,
PEORIA, ILL.

HANDY

Furnace Pipe is the safest made. It is the easiest to put up. Its great value at small cost makes it profitable for both retailer and consumer.

F. MEYER & BROTHER CO.
PEORIA, ILL.

EMPEROR FURNACES

FOR WOOD

SIMPLE SAFE DURABLE

ECONOMICAL IN FUEL

The Best and Cheapest Line of Wood Furnaces. Furnished for either Brick or Galvanized Iron Casing

Bergstrom Bros Co.

Send for catalogue NEENAH, WIS.

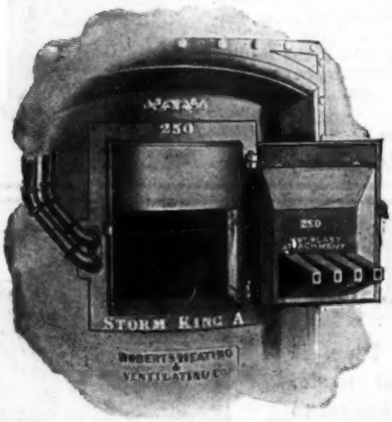
FLATIRON FURNACE

with it's Self-Cleaning, Marvelous Power, Large Radiating Surface, Gas and Smoke-Tight Joints, Long Smoke Travel, is the

FUTURE FURNACE

THE MISKIMEN FURNACE CO. LOGANSPORT, INDIANA.

The STORM KING FURNACE



We're never satisfied to let well enough alone.

Perhaps that explains the gradual evolution of the Storm King from *one* of the best furnaces on the market to *the* best.

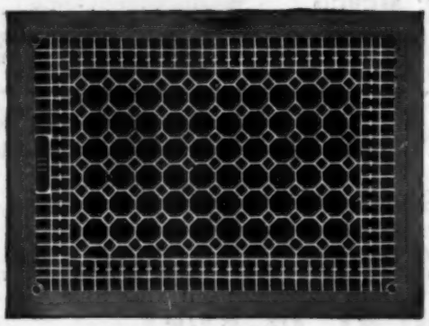
Have you seen the air blast attachment on this year's Storm King? It certainly makes the combustion of the gases more perfect and prevents radiation in basement thru feed door.

REMEMBER

We are General Northwestern Agents for Gem Hot Water and Steam Boilers and manufacturers of Ideal Furnace Pipe and Fittings.

The ROBERTS HEATING & VENTILATING CO.
213-215-217 SOUTH THIRD ST., MINNEAPOLIS, MINN., U. S. A.

"REGISTERS OF QUALITY"



MOORISH FLOOR REGISTER

THE FERROSTEEL COMPANY,

CLEVELAND, OHIO

Offer two lines for 1904.

1. *The time tried and reliable line of Ferrosteel goods noted for accurate mechanism and perfect finish.*
2. *Our new modified Steel Register combining an absolutely rigid top with an invulnerable bottom.*

Genuine Moorish or Plain Lattice Tops furnished with either line. All our goods are labeled. None others are genuine. Catalogues, prices and Special Circular illustrating our SIDE WALL REGISTERS on application.

FURNACES

PIPE ELBOWS REGISTERS and SUPPLIES

WRITE FOR CATALOG

CHICAGO FURNACE SUPPLY CO., CHICAGO

Did You See Our Exhibit At Your State Fair ?

If you failed to get one of our souvenirs write us.

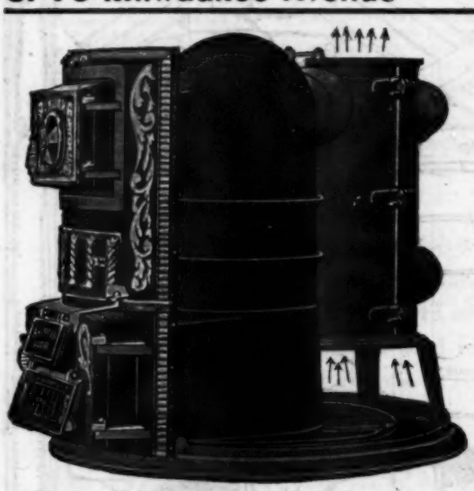
You are doubtless interested in high grade goods. Let us tell you why we believe our

Boyd Hay Carriers **Stowell Side Wall Registers** **Acme Ball Bearing Parlor Door Hangers**

Are the ones you are looking for.

STOWELL MFG. & FOUNDRY COMPANY

51-73 Milwaukee Avenue : : SOUTH MILWAUKEE. WIS.



The Crown "Low Down" Warm Air Furnace

IT WAS A CRIME,

Punishable same as theft, to burn coal in London in 1830. Time proves the value of many things, among them is the fact that the

Low Down Crown Furnace

Leads all others in the economy of fuel consumed; more than that it is simpler in construction, more easily cased, installed, sold, cleaned, managed and repaired.

Severe usage is the lot of most furnaces, and only a furnace that is made extra heavy throughout will stand it.

The Crown Furnace "LOW DOWN" TYPE—MADE IN FOUR SIZES

Is such a furnace. It also has an extra large amount of radiation for the size of the fire-pot used. This furnace can be cleaned with the greatest facility.

ASK FOR OUR 1904 FURNACE BOOK

MARCH-BROWNBACK STOVE CO.

POTTSTOWN, PA.

MONCRIEF

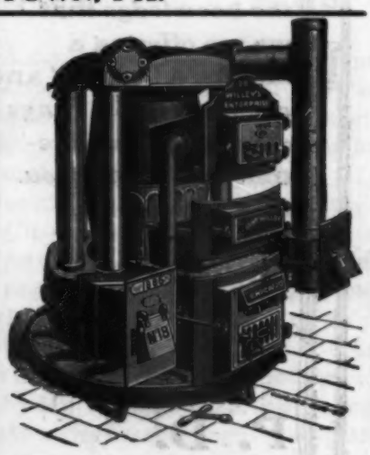
WARM AIR FURNACE.

Specialties:
- All Cast Iron.
- Moncrief Duplex Grate.
- Large Radiating Surface.
- Double Fire Pot.
- Large Grate Surface.
- Top Return Flue.
- Simplicity, Durability, Economy, Cleanliness in Use.

HENRY & SCHEIBLE CO.

6-8-10 Long St., Cleveland, O.

Sales Agent—J. C. KIMMEL, 2214 East 15th St., Kansas City, Mo.



WILLEY FURNACES

The Best at Any Price.

WE MEAN IT!

C. W. SHUMWAY & SONS

BATAVIA, ILL.

CHICAGO AGENTS:

EVANS & EICHNER

85 E. Lake Street

SAVE FREIGHT!

In placing your orders with us for Tuttle & Bailey and Symond's Registers, Perfection Safety Furnace Pipe and Fittings—Furnace Supplies in general—you make a big saving in freight and another big saving in time. We carry a complete stock, and make immediate shipments.

We'll gladly give you quotations and answer inquiries.

STOCKHOFF SUPPLY CO., 111 Main Street, **ST. LOUIS**

ROUND OAK
STANDARD of AMERICA

The success of the Round Oak Chief Steel Range, the remarkable appreciation of our trade as manifested by the great number of second and third orders, also the numerous cordial letters of commendation, have been very gratifying.

In urging live dealers to *see* the *range of the year*, we do so *with the knowledge* that we are offering a *success*, a *"seller"* and *profit maker*, a *range* of *quality* at a *price* that *will please you.* Shall we send a sample? Advise us.

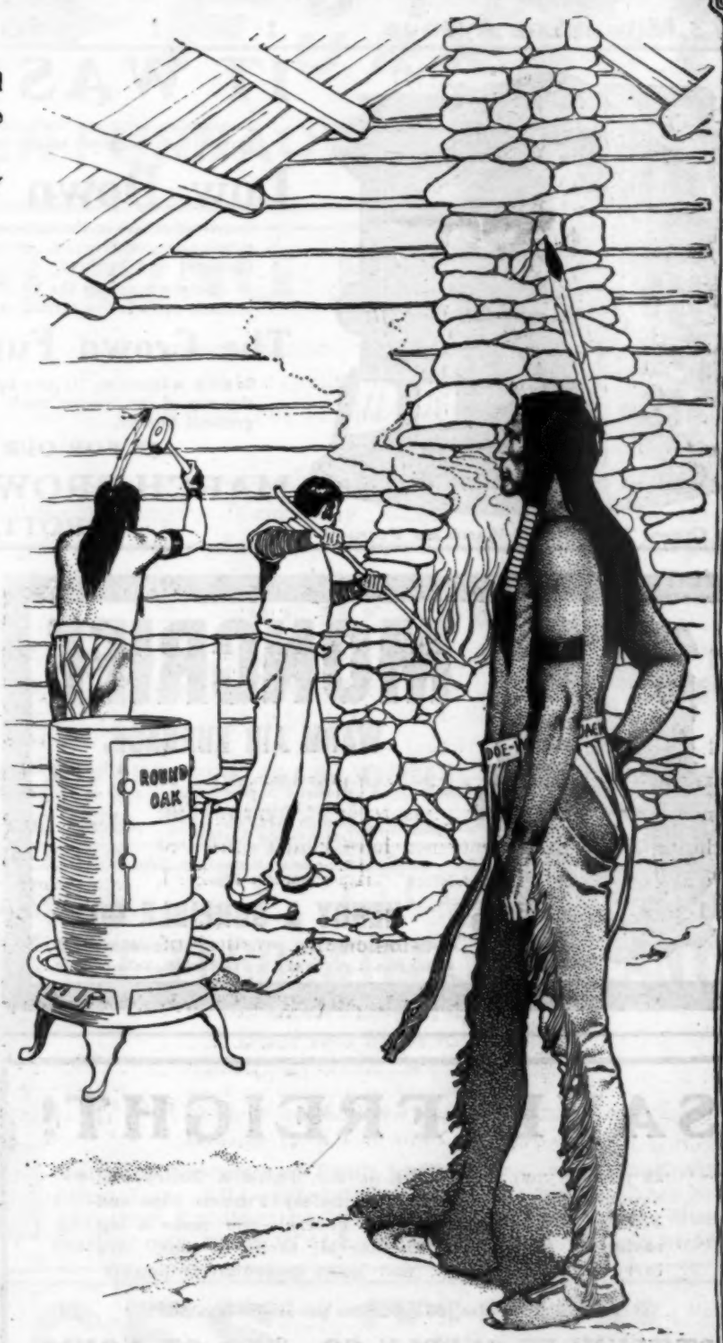
Estate of

P. D. BECKWITH

Fred E. Lee, Manager

Dowagiac Mich.

MAKERS OF GOOD GOODS ONLY



First Shop.

ESTABLISHED 1880.

THE AMERICAN ARTISAN & HARDWARE RECORD

Representative of the Stove, Tin, Hardware, Heating and Ventilating Interests.

PUBLISHED EVERY SATURDAY.

TERMS OF SUBSCRIPTION IN THE UNITED STATES, THEIR POSSESSIONS, AND CANADA, (Invariably in advance): ONE YEAR, POSTAGE PAID, $2.00.
IN FOREIGN COUNTRIES EXCEPT CANADA, ONE YEAR, POSTAGE PAID, $4.00.
Address all Letters, communications and remittances to

DANIEL STERN, PUBLISHER AND PROPRIETOR,
69 DEARBORN STREET, CHICAGO, ILL.

Entered at the Chicago Post Office as Second Class Matter.
THIS PAPER IS A MEMBER OF THE CHICAGO TRADE PRESS ASSOCIATION.

CHICAGO, OCTOBER 1, 1904.

Window Display Competition.

YESTERDAY noon the time expired in which hardware dealers and their clerks or assistants could send in photographs of window displays for THE AMERICAN ARTISAN Window Display Competition.

A gratifyingly large number of photographs have been received and have been placed in the hands of the judges who will shortly make their decision in the matter, awarding the prizes of $50.00 in gold, $25.00 in gold, $15.00 in gold and $10.00 in gold to the best, second best, third best and fourth best photograph and description of window displays received respectively.

It was stipulated in the conditions of the competition that one of the judges would be a practical window trimming man and one would be a practical hardware man, and we take great pleasure in announcing that the following three gentlemen have kindly consented to act as judges in this contest, viz., Thomas A. Bird, H. E. Gnadt and Frank W. Lynn.

Thomas A. Bird has had considerable practical experience as a window dresser and for several years past has occupied the editorial chair of the Merchant's Record and Show Window. His thorough competency in this line is amply shown by the fact that he was one of the judges of the window displays submitted at the recent convention of the National Association of Window Trimmers.

H. E. Gnadt, the president of the Chicago Retail Hardware Dealers' Association, is a practical and successful hardware man who has given careful study to all phases of store management and the attractive display of goods.

Frank W. Lynn, the manager of the stove department of Hibbard, Spencer, Bartlett & Co., not only is a student of all phases of advertising, including the display of goods, but he has had singular opportunities for observing the hardware window displays in vogue in all sections of the country, having covered 27 states and visited several thousand of hardware dealers while on the road.

The competitors in this contest can rest assured that the photographs and descriptions which they have submitted will be carefully and conscientiously scrutinized by judges possessing superior qualifications for determining the relative excellence of the photographs submitted by the different competitors.

As soon as the judges have announced their decision, the result will be published in THE AMERICAN ARTISAN and the prize money will be promptly forwarded to the successful competitors.

Treating.

SOME months ago we sharply criticized the supercilious statement of a traveling man to the effect that retail hardware men attended conventions mainly for the purpose of sponging on the traveling men present for drinks, cigars, etc. This shallow pated type of commercial tourist had the arrogance to state that if traveling men should withdraw their invaluable presence and patronage from these gatherings that retail hardware organizations would fade away into innocuous desuetude. That this contemptible view is shared by those higher up than the traveling man is shown by an article in a recent issue of "System," by W. A. Waterbury, sales manager for A. B. Dick & Co., Chicago.

In treating of the question of the entertainment account, Mr. Waterbury says in substance: "While the entertainment expense may not be altogether eliminated, I have founded a very good plan to provide for its explanation from the traveler's expense report. If they must buy business, I want to know how much they are paying for it. Consequently, the expense must show in the reports fully itemized as to meals, drinks, cigars, theater tickets, livery and other details, and the amounts of each, together with the name of the party entertained, whether or not an order was obtained and the amount and reference to the date of the order."

It is argued by Mr. Waterbury that this forcing the salesmen to make a strict accounting is good business, as it puts the salesman on his mettle to make such expenditures count, as "no salesman likes to see items for drinks, cigars, dinners and theaters going in on his expense account unless they are accompanied by liberal and profitable orders."

If the icy logic of business pure and simple is to be applied to what is on its face, spontaneous entertainment, prompted by a spirit of commercial and possibly fraternal friendship, then the sooner treating root and branch is done away with the higher tone it will give commercialism generally. Retail merchants as a class are decidedly above the average in manly independence and it would go ill with any traveling man who was in the habit of passing out little favors if it was suspected for an instant that his house looked

upon his entertainment account in the sordid light of buying business.

We are optimistic and we believe that the majority of traveling men who slightly entertain their customers do so from a spirit of good fellowship and that *camaradie* which has ever characterized the fraternity rather than from any notion that they are bribing a man to buy their goods. Suppose, for instance, that a traveling man has put in a couple of hard hours in securing a large order from a merchant. He has carefully gone over the latter's stock of stoves, and has figured on the necessary sizes to supply deficiencies. He has carefully looked into the phases of local competition and has given the merchants his judgment as to the best sizes for him to handle. All this work has required considerable conversation, and if the traveling man is of a bibulous tendency he naturally feels a trifle thirsty. Moreover, he has a kindly feeling toward the merchant who has just given him a nice order. What more natural then than that the traveling man should invite the merchant to go to the little place around the corner and have something without the shadow of a thought that he was investing 25 or 50 cents of the firm's money for which they would expect him to fill out a schedule, showing that the aforesaid coin was bread cast upon the waters.

Take another case, in which a traveling man is stranded in some little town for an evening where the hotel is not all that fancy painteth, and he has nothing particularly to do. The theater naturally suggests itself as a place of amusement and what is more natural than that he should invite some of his only acquaintances in the town, namely, the retail dealers on whom he calls in the way of business to accompany him at his expense? It is to our notion certainly to the interests of the house that he represents that he should do this, as spending an evening with a man when he has cast his business mask aside and is out for recreation, gives a shrewd observer points on his general character and make up which will enable him to clinch his hold on business which he might otherwise lose.

In these days of cost formulas and loose leaf ledgers where economy in manufacturing, in handling and in selling has been brought down to as fine a point as possible, it is customary to saddle every possible expense on some branch of the business, taking it out of the profit and loss column, and it is naturally gratifying to those having the systematization of office expenditures in charge to be able to divide the expense account up piece-meal charging so much to the expense of retaining the Smith Hardware Co.'s or the Jones Implement Co.'s business.

This coldly systematic way of treating the subject takes all the cordiality out of the matter and we believe that if retailers became aware that a certain house persisted on their salesmen itemizing their entertainment account after the Waterbury method, it would sound the death knell of this little business custom.

A leading stove salesman to whom we showed this article in "System" said: "I look on this Waterbury article as a striking example of the extremes to which this systematizing fad is carried in some business houses. I do not wish to have it understood for a moment that I am opposed to system. System is the only logical foundation on which business can be built, and while there should be a place for everything and everything should be in its place, and while the manufacturer should know where money spent in making sales and in making goods goes, still I think that Mr. Waterbury with his itemized booze bill goes very near to a *reductio ad absurdum.*

"For instance, if the Waterbury scheme were carried out in the stove business, salesmen would be expected to make entries like this:

"Sept. 15, To J. Green, entertainment:

1 Manhattan cocktail.....15 cents.

1 cigar .....10 cents.

"See order No. 8121.

"J. Green, Homespun, Ia.

"One 8-18 Veripunk steel range, square style with duplex grate, pouch feed.

"Three 9-22 Veripunk cast ranges, square style, with high shelf.

"Four No. 416 Veripunk oaks with carved cast body.

"Of course, where a sales manager or superintendent is so full of systematization microbes that he can think of nothing else, such reports as this would probably appear as the cacumen of up-to-date business management.

"I am glad to say that while such a system as this may be used by A. B. Dick & Co., it has not to my knowledge become epidemic in the stove trade. Speaking frankly, and in the same cold business style as Mr. Waterbury, without sentiment, I would say that the entertainment of such retailers as care for the good things of life, is a good business policy, in my estimation, and also in the estimation of the firm I work for and several other leading stove concerns that I have worked for in the past.

"I know that while my sales manager desires a rigid accounting of expense money, he scorns to pry off the lid of the entertainment account, and would probably have a fit if I sent in a report modeled on the Waterbury plan.

"I do not believe that the majority of business concerns look on expense for entertainment in the light of buying business. If I size up the situation widely, the commercial theory back of the question is something like this: Here is our concern, who make a high grade line of goods and get $6.00 more for a steel range than some of their competitors whose goods are at first blush about as good, but when it comes to a detailed talk about construction, a good salesman can readily prove to the dealer that in paying $6.00 more for our range, he is getting a piece of goods which he can sell for $10.00 or $15.00 more than the other man's range, as its value is more than that amount greater than that of the competing article. While our house is getting profitable prices for this goods, at the same time it is worth money to it to gain a reputation in the trade as being a liberal concern. Good will, which is counted as one of the assets of every corporation, and which in some cases is worth a large amount, means nothing more than a reputation in which a house is held by the trade, and, other things being equal, the dealer likes to trade with the house which has the reputation of being liberal, and it is a curious fact that a reputation of this kind is easier

gained by pouring out the little nothings that make up the salesman's expense account, etc., than by slashing prices on goods.

"You can cut a piece of goods a dollar or two and you get no credit for it from the retailer, as he has it firmly rooted in his mind that the manufacturer is getting too much profit anyway and was simply getting a little less hoggish, but if you maintain the old price and gave the dealer some little rebate in the shape of a theater ticket, he feels that your house is composed of good fellows and are doing all you can to help the retailer make money, even if he does not formulate this idea into actual words. This is my theory of the matter, and you are welcome to use it, but of course I would not care to have you mention my name in connection with the matter."

Dumping.

A friend of ours runs a brewery, and some years back showed us over his extensive establishment, one of whose features was the largest beer vat in the world. "You ought to be able to satisfy quite an amount of thirst with so large an equipment," we said. "Yes," he rejoined, "if we ran our plant to its full capacity we could supply every swallow of beer drunk in Chicago. Its no trick at all to make good beer—the rub comes in selling it." This state of affairs is not confined to breweries, by any means. Stove founders have hurt the feelings of other stove founders by shipping their surplus product far from home and selling it at figures that were quite low. This is an open secret, as stove associations covering certain territories have talked about it in their meetings and have retaliated in kind. The fact that making is easy and selling is hard except with those gifted liars who are always 29 months behind their orders, is a question that rises to international moment. German iron founders have too much iron on hand and dump the surplus in England. Then the Britons do likewise. When the other nation dumps on you, there is intense indignation, but when its your turn its an economic necessity. The ownership of the gored ox is the crux on which the morality of the transaction hinges.

The London Evening Standard of Sept. 13th declares that dumping does not pay and thusly explains the latest Teutonic dump on the British market:

"Up to 1900 there were no complaints of German dumping. During the 'boom' foreign trade was neglected, and it was not till the great industrial crisis set in, from which Germany has not yet recovered, that resort was had in any marked degree to export. Nearly every branch of the iron industry was closely organized for its home trade, and, safe behind the tariff wall, forced up prices remorselessly. When bad times came the iron manufacturers naturally sought to retain the high prices in their own market, and disposed of their unsalable surplus at any price in England, Holland, Belgium, anywhere. To relieve the pressure, the Raw Material Unions offered bonuses to the finished iron makers on the export of their goods, but still kept up prices. The home market was strictly regulated; the high prices there were 'part of an organized policy.' But the export trade was left entirely to the free will of the individual manufacturers. They could sell as much or as little as they pleased, and at what price they chose."

A Disastrous Aftermath.

ANOTHER reason why the retail hardware trade should use the most strenuous measure to curb the parcels post is that this pet measure of the mail order houses will not only enormously increase the annual deficit in our postal department and will work a grievous injury to the retail trade, but it will undoubtedly prove the forerunner of even more disastrous and centralizing reform. In England, where they have a parcels post at the present time, a number of postal reformers are clamoring for the inauguration of a C. O. D. system, by which goods are sent through the post and the bill is collected by the postal authorities. It is argued in favor of this measure that the customer can transmit orders to firms who have no personal knowledge of him with the certainty that the orders will be fulfilled, while the trader can send his goods to a stranger with the guarantee of receiving prompt and immediate payment. The nuisance of obtaining money orders and cashing them is eliminated and business is simplified and expedited.

The parcels post cannot but prove a serious thorn in the side of the retail world as it will greatly reduce the margin which present freight and express rates have established in favor of the retailer, but, in our opinion, it will be nothing compared with the wave of commercial disaster that will sweep over the American retail world on the adoption of the next step, viz., a C. O. D. postal system.

The large catalogue houses will then advertise "send no money," and owing to the rural free delivery, these firms will send their goods to the farmer's very door. The passage of a law of this character, which, in our opinion, is sure to follow a successful conclusion of the parcels post, will enable the farmer to simply drop these firms, postal cards and pay for the goods when they are due.

Commercial life is a battle, and the way to fight future encroachments of the mail order houses on the field of legitimate merchandising is to nip them in the bud by preventing them from obtaining the advantages accruing from a parcels post. This is one of the cases where eternal vigilance is the price of commercial existence.

FROM the Bismark, N. D., Tribune of Sept. 23d, we learn that "August Schnecker, who assisted in Grambs' hardware store during the summer, returned to his parents at Bismarck, and will again attend school."

FROM the Witchita, Kan., Eagle of Sept. 22d we learn that "W. Wilkie requested permission to build an iron-clad addition to his hardware store opposite the Frisco depot, the addition to be 18 by 22 feet and to be used as a tin shop. The matter was referred to the fire and water committee and the fire marshal, with power to act."

FROM the Lanesboro, Ia., News of Sept. 15th we learn that "E. L. Carstensen, the new hardware man, is having a large sign painted on the front of his hardware store. Chas. Gleason is the artist."

News Siftings

The U. S. Kaolin Co., Seivern, S. C., are arranging for the development of 150 acres of clay beds near that city.

Mr. Elliott of the Great Western Stove Repair Co., Minneapolis, Minn., has just returned home from an extended European trip.

Fred Johnson of the Iver Johnson Arms & Tool Co., Fitchburg, Mass., has been enjoying a well-earned vacation across the pond.

Frederick Wurtz, W. B. Orcutt and C. McManus are the incorporators of the McManus Mfg. Co., New York, capitalized at $25,000 for the manufacture of iron and copper.

Elbert Shipley, Herbert R. Shipley and Landon H. Patton are among the incorporators of the Shipley Hardware & Housefurnishing Co., Jonesboro, Tenn., capitalized at $15,000.

G. E. Kesterson, Charleston, W. Va., is secretary of the American Iron Co., Washington, D. C., capitalized at $5,000,000, to develop iron properties in Virginia, Tennessee and Kentucky.

Elizabeth Wurtz, Fred B. Chittenden and Thomas A. Doran are the incorporators of the Charles E. McManus Co., New York, capitalized at $1,000, for the manufacture of iron and steel.

H. S. Dodenhoff and A. W. Sample are the incorporators of the Gem Stove Co., West Point, Miss., incorporated for the manufacture of stoves, grates, fronts, fenders and hot air furnaces.

The Treasure Stove Co., Gallipolis, O., who have been in the stove business for a number of years, have incorporated with J. A. Lupton, T. A. Thomas, A. L. Bradbury, A. C. Safford and A. F. Engelhardt as incorporators. Their capitalization is $25,000.

Geo. E. Wilbur, 130 High St., Taunton, Mass., is president; Chas. S. McCall, 18 Barnum St., Taunton, Mass., is treasurer and clerk, and Geo. E. Wilbur, Chas. S. McCall and Wm. E. Walker are the directors of the Standard Stove Lining Co., Taunton, Mass., capitalized at $14,000.

The Sterling Stove Polish Co., Sterling, Ill., send us a little circular calling attention to the Sterling stove polish, manufactured in both paste and liquid form. This polish, it is claimed, is odorless, dustless and rust-proof. It will not burn off or redden the stove and is put up in air-tight friction top packages; it will not harden or dry out in any climate for years. This firm do not sell this polish to department stores or mail order houses.

Jewett & Co., Buffalo, N. Y., send us a catalogue calling attention to Jewett's Buffalo stoves and ranges; they have just placed on the market a new steel range styled the Elk; this range has double flue construction, is made of the best grade of polished steel in 18-inch and 20-inch oven and is furnished with either 8-inch or 9-inch covers; the nickel-plated parts include loose nickel top bands, drop feed door, ash pit door, oven door and oven door panel and handle.

The trade will learn with regret of the death of Archer Brown of the firm of Rogers, Brown & Co., pig iron merchants, which took place at his residence, 56 Munn Ave., East Orange, N. J., of heart disease, on Sept. 23rd last. Mr. Brown was born in Otsego, N. Y., in 1852; after graduating from the University of Michigan he entered newspaper work, and after eight years of journalism became a member of the firm of Rogers, Brown & Co., formed in 1882. He was considered an authority in the pig iron world.

One hundred per cent is a juicy profit, but that is what retail stove dealers make who handle the assorted sizes of mica offered the trade by Eugene Munsell & Co., 117-119 Lake street, Chicago, and 218 Water street, New York. They offer three well-selected assortments, viz., one pound, four sizes; two pound, eight sizes, and three pound, twelve sizes.

Their three-pound assortment contains a quarter of a pound each of the following sizes: 4½x5, 2¾x4½, 3x3, 2½x3, 2x3, 2x4½, 2¾x3¾, 2x4, 2¾x2¾, 5x6, 2½x5, 2¼x3¼.

The Thos. White Stove Co., Quincy, Ill., have a convincing argument showing the advantages of White's Beacon soft coal heaters. They point out that government statistics show that there is within 6 per cent as much heating power in a ton of soft coal as there is in a ton of anthracite coal, and that the same statistics show that it requires 2¼ tons of soft coal in underdraft stoves to give as much heat as one ton of hard coal, because the soft coal smoke and gases are lost in the chimney. White's Beacon stoves thoroughly consume these gases.

The Lawrence Stove Mfg. Co., Buffalo, N. Y., send us a little catalogue calling attention to their line of gas stoves, which include the Lawrence Triplex, Lawrence Triplex Junior, Lawrence heater No. 10, Niagara No. 10, No. 4 Lawrence heater, No. 3 Lawrence heater, No. 1 Lawrence heater, Lawrence odorless hot plate, Lawrence light range, Magnet hot blast, Lawrence portable ovens, Lawrence sad iron heaters, gas tubing, hose cocks, incandescent gas fuel, pottery stilts, dampers, etc. One of these catalogues will be sent to the trade on application. When writing for same, kindly add, "Saw it in THE AMERICA ARTISAN."

The Gem City Stove Co., Dayton, O., send us a circular calling attention to the Clermont air-tight hot blast. The fire pot of this stove is cast in one piece which extends straight from the ash box up to about half its height, tapers out about one inch and then up. The ash box is jointless and air-tight; the doors and screw registers are ground centrifugally. This stove has extra large double feed doors with mica illumination protected by a screen gauze; the nickel plating is of a superior quality, consisting of a very handsome swing top, wide steel top rings, massive serpentine foot rails in four sections, door panel of exquisite design, side wings and an elegant spun urn.

The Belleville Stove Works, Belleville, Ill., send us their supplement to their 1903-1904 catalogue of St. Clair stoves and ranges. The goods shown in this catalogue include the Malleable St. Clair steel range, St. Clair steel range, Florence St. Clair steel range, Reliance steel range, New Harvest steel range, Virgil St. Clair, four hole cast range for coal or wood,

Lotus St. Clair four hole cast stove, square oven wood Fairy Oak for coal, Paragon sheet iron box stove for Fairy Oak for coal, Paragon, sheet iron box stove for wood, Emerald sheet iron air tight heater and Tip plain sheet iron heater.

One of these catalogues will be forwarded the trade on application. When writing for same, kindly add, "Saw it in THE AMERICAN ARTISAN."

ACETYLENE MEN MEET.

The International Acetylene Association held their seventh annual convention in St. Louis Sept. 14th, 15th and 16th last. Papers were read on "Town Lighting: Its Development," by Elias A. Long; "Present Status of Acetylene for Car Lighting," by J. M. Morehead; "The Carbide Manufacturer's Point of View," by W. P. Martin; "The Practicability of Acetylene for Cooking and Heating," by J. K. Rush. The following officers were elected for the ensuing year: President, A. Davis; vice-president, A. C. Einstein; secretary-treasurer, N. L. Litten; directors, H. E. Shafer, J. K. Rush, J. B. Carroll, G. W. Meade, M. J. Carney and H. I. Gannett.

MOORE'S FIRE KEEPER.

The Joliet Stove Works, Joliet, Ill., send us a little circular, describing Moore's Fire Keeper round pattern for coal.

Moore's Fire Keeper for coal has heavy steel body, double seamed to steel bottom, full nickel. It is dustless and made in four sizes with diameter of body 12 inches, 15 inches, 18 inches and 20 inches, respectively.

Moore's Fire Keeper, numbers 626 and 628, for wood has ash pan same as for coal. It has cast main bottom and cast linings. It is full nickeled. The length of the body is 26 inches and 28 inches, respectively.

Moore's Fire Keeper for wood, Nos. 318, 321, 325 and 327, have all steel body, steel bottom, steel linings, and ash pan, cast top, top feed, legs and base strips. It is full nickeled.

The vital point in this type of stove is the ash pit opening. The door and draft slide joints mechanically ground to within 1-1,000 of an inch actual contact. There is an asbestos packed joint between the casting and the steel drum.

JEWEL STEEL RANGES.

Geo. M. Clark & Co., Div. American Stove Co., Chicago, Ill., send us their latest handsome catalogue, devoted to the Jewel line of steel ranges, which have many special features to commend them to the trade. The key plates or anchor plates rest in the angle of the steel outer stove top, which is away from the direct heat and is sufficiently large to allow for the expansion and contraction of these plates. The outer plate is constructed of heavy polished steel with thick asbestos board within the heavy steel lining.

The ovens are formed from one piece of heavy steel, double seamed and flanged in the middle of the bottom. A very heavy cast iron brace is riveted to the arched top of the oven and supports the anchor plates at two points. A false bottom four inches below the oven keeps in the heat and protects the floor. The oven door is profusely nickeled and has the word "Jewel" in medallion form in the middle. The "Jewel" anchor plates, centers and covers, are very heavy and on the sides exposed to the heat are stiffened with ribs or fins. The anchor plates in which the covers rest are supported by the range body but are not fastened to it, and are consequently at liberty to expand and contract without any strain on the range.

The linings are sectional, ventilated and very heavy. The back flue is made with a cast iron elbow at the bottom.

One of these catalogues will be forwarded the trade on application. When writing for same, kindly add, "Saw it in THE AMERICAN ARTISAN."

THE BLACK KID IS GROWING.

The Nickel Plate Stove Polish Co., Chicago, have been so very busy the past few months supplying the trade demand for their Black Kid stove polish and other specialties that we grieve to say they have been neglecting that infant shamefully and we should not be surprised if the Society for the Prevention of Cruelty to Children took them in hand.

Black Kid When First Introduced.

This firm are still using on their cards the photograph of the Black Kid taken when they were just starting in to offer this polish to the trade. He was a little baby then and was somewhat bashful, it being his first appearance in society and the trade being largely strangers to him.

The Black Kid To-day.

Laws a massa! How dat chile's done growed! Our artist saw him yesterday and he's a great deal bigger than when his first picture was taken, and furthermore the little rascal knows that he is a petted favorite of the retail stove trade. You can tell it by the merry little twinkle in his eye.

But what do you think of the Nickel Plate Stove Polish Co? Here they have gone on making money out of the Black Kid and they haven't done him the courtesy of having a new picture made showing his growth and general air of prosperity! The only excuse they can make is that they have been real busy filling orders and as the Black Kid is good nature itself he will probably generously overlook their unintentional neglect.

Subjects for Convention Discussion

The time of the year is drawing near when the Executive Committees of the various state hardware associations will meet and map out the programmes for their respective associations for the coming year.

Herewith are presented views of officers of a number of state hardware associations as to different subjects and phases of same, which they think could be discussed with profit at the forthcoming meetings of these associations:

SHOULD LOOK OUT FOR THE PARCELS POST

A leading hardware dealer writes:

I see no objection to papers on catalogue house methods. I think they should dwell on fraudulent advertising and misrepresentation. In my opinion, the method of checking catalogue house competition, would be to influence the manufacturers not to sell this class of goods.

All the retail hardware associations should be warned to be on the alert for the appearance of another parcels post bill in the next congress. They should use the same weapons as in the past to build up a public sentiment against it. I do not think it is necessary to have the question of steel range peddlers brought up before the convention if every dealer would go after the peddlers with a circular when the first makes his appearance.

All phases of store management should be written up.

Ideas on retail advertising are always valuable and should be given attention.

I would be glad to hear ideas on increasing membership as I have no pet theory on the subject.

In regard to the most helpful paper I have ever heard at a retail hardware convention would state that I do not remember whether I heard or read any paper presented at a convention that was not some benefit to me; hence, I deem them all helpful in a business way.

DEALERS SHOULD BE ON BEST OF TERMS.

S. L. Erwin, Honey Grove, Tex., writes:

FAVORS SHORT TALKS ON CATALOGUE HOUSE COMPETITION.

I am inclined to think short papers or talks at our annual meetings touching the effects of catalogue house competition on our retail trade might prove beneficial. My notion is our efforts should be directed to the manufacturer and jobber if we would hope to secure beneficial result. Co-operation with these people might help the retailer.

WOULD PROVE DETRIMENTAL TO ALL RETAILERS.

I am not sufficiently advised as to the nature of the parcels post scheme to speak advisedly. My impression is, as I remember it, that it would be a great thing for the catalogue houses and prove detrimental to all retailers. I think the U. S. government should avoid playing to the hands of these large houses, and in a general way I think intelligent discussions of this subject at our meetings would not be out of the way.

DEALERS SHOULD MEET PEDDLERS BY CARRYING SIMILAR GOODS.

I am inclined to the belief that the steel range has come to stay, and while I think it has merit and will be improved until it will be very materially better, I can see no reason for special discussion or ventilation of this special article of hardware trade. If you mean to take up the question of competition in this line through the peddler, I hardly think it essential further than to urge all dealers to meet these fellows by carrying similar goods of equal merit and at prices that will tend to offset their enormous prices. A little strong competition by local dealers might tend to shut them out.

A SUBJECT FOR EACH HOUSE TO DETERMINE.

I think the question of store management is for each house to determine, and would not consider this a question for special discussion among the members of our association. A few well directed remarks from some competent source in a short speech for the general good of the association might not be out of order.

NOT WORTHY OF SPECIAL PAPERS.

I do not think the advertising question should be the subject of special papers, but it might be touched on.

THE HARDEST QUESTION.

The question of increasing the association membership is the hardest one we have ever had to contend with. I confess I am completely at sea on this subject, and I think all kinds of papers, and speeches, too, bearing on this question, would be in order.

SHOULD MAKE QUESTION OF CO-OPERATION THEIR STRONG CARD.

The National Retail Hardware Dealers' Association should make the question of co-operation between the manufacturer, jobber and retailer their strong card, the object being to force trade in these lines through the legitimate retail dealers to the consumer.

BETTER FEELING BETWEEN LOCAL COMPETITORS.

I can think of no papers or discussions that I think tend to benefit the retail trade like those bearing on the subject of more universal good feeling and a hearty exchange of business courtesies between local competitors. All dealers should be on the very best of terms, and the larger our membership the better our attendance, and the more we are thrown together, in my opinion, the better we think of each other. Papers or talks bearing on this important question always prove beneficial.

SOCIAL INTERCOURSE BROADENS THE MIND.

A. T. Stebbins, Rochester, Minn., writes:

CATALOGUE HOUSES SHOULD BE CLASSED AS RETAILERS.

I am of the opinion that the catalogue house question should be discussed at the annual meetings of state hardware associations, but in closed sessions, and the papers and discussions should not be given too much publicity, even in the trade papers. There is at present no one phase of this question that stands out more prominently than another. The question is not settled as yet, and there are honest differences of opinion. The one point that I would like to hear discussed most is that of trying to persuade the manufacturers to class catalogue houses as retailers, putting them with us, on the same basis, so far as prices are concerned. We would then have no trouble with that kind of competition.

MUST NOT BE CAUGHT NAPPING.

The parcel post question will ever be a theme for discussion, until finally settled. It behooves all trade organizations to keep on the alert. We must not be caught napping.

PEDDLERS HAVE HAD THEIR DAY.

As to the steel range question, I hardly see why we should spend time discussing that. It is practically settled. The peddlers have had their day, and the steel range is here apparently to stay; then why discuss that more than the stove question in general?

NEW POINTS ARE EVER BEING BROUGHT OUT.

All phases of store management can profitably be discussed, including advertising. There are ever new points being brought out, and I find something of advantage in all.

MUTUAL INSURANCE WILL GAIN NEW MEMBERS.

I suppose it is necessary to continue to discuss the subject of increasing membership, but it would seem that a man that had brains enough to sell goods at all would not need be told that it would be to his interest to join his state association. But if he cannot be induced to join from an intellectual and educational standpoint, then we should appeal to his pocket and talk finance along mutual insurance lines.

SEVERAL QUESTIONS FOR NATIONAL TO TAKE UP.

There are several questions that can be taken up at the

next meeting of the National Retail Hardware Dealers' Association, but I look forward to the report of the St. Louis conference committee and the discussions to follow with a good deal of interest.

COMPETITORS DO NOT WEAR BRISTLES.

Finally I have heard and read papers on credits, buying, catalogue houses, parcel post, window trimming, salesmanship and various other subjects, all of which have been helpful, and it would be extremely difficult to say which was the more so, and there is still another phase of association work that should not be overlooked and that is the benefit to be derived from the social opportunities. Through social intercourse we broaden our minds, we learn that our competitors do not wear bristles, and are entitled to the same respect as we expect from others, and we return home with a determination to have an understanding with our competitors whereby we may be enabled to get better prices and lead a happier life by being on good terms with our neighbors.

JOBBERS SHOULD PROTECT THE RETAILER.

E. J. King, Logan, Kans., writes:

LEADING QUESTIONS.

The parcels post is a subject which could be discussed at the forthcoming annual meetings of the Kansas and other retail hardware dealers.

The steel range peddler question, the question of retail advertising, and that of increasing membership should also be discussed.

JOBBER SHOULD PROTECT RETAILER.

The question of catalogue house competition should be brought up as a method of checking this competition. The jobber should be asked to protect the retailer.

SHOULD OFFER SAME GOODS.

E. S. Roe, Buchanan, Mich., writes:

FIGHTING CATALOGUE HOUSE DECEPTION.

I do not see any objection to a discussion of the catalogue house question at hardware conventions, and the phases of the question that deserve special consideration is to discover any legitimate means that will relieve the regular dealers from the inroads that are being made by the deceptive dealers in the catalogue houses. My idea of the best method for meeting this competition, is for hardware dealers to make a business of sticking to the very class of goods that are being offered by this class of people.

In regard to the parcels post, I do not think there is any great danger at present of its becoming a law. At least not in its present form.

ALL PHASES OF STORE MANAGEMENT ARE IMPORTANT.

Every phase of store management should be touched upon at the hardware conventions where they will benefit the trade in general or assist some new man to get on the right track and serve to make his burden easier to carry and the goal of profits easier.

I certainly think the question of advertising for retail hardware dealers should be the subject of papers.

It is impossible to particularize as to what papers or discussions that I have heard at meetings of the Michigan Retail Hardware Dealers' Association have proved most helpful in a business way.

SHOULD NOT BE LEFT TO DIE OUT.

J. F. Maxey, Ozark, Ark., writes:

SHOULD NOT PUT IN WHOLE TIME.

I think the question of catalogue house competition should not be left to die out, but the associations should not put in their whole time on this question when touching the matter until the time comes when the hardware man will be kept busy at work in tracking down the unfair competition that comes from that source.

I think the parcels post bill should be discussed in full at the various hardware conventions.

LEGISLATIVE WORK.

The various associations should work for the enactment of bills in the state legislatures for laws that will prohibit non-taxpayers from coming into the state and in not only swindling the people, but injuring the dealer that helps to pay the taxes, as the steel range peddlers have been doing in various states.

CONTROL OF CLERKS.

Questions of store management that should be discussed are that of the control of clerks and the dressing of stores.

The question of retail advertising should be discussed at every meeting, and that of increasing membership should also be written up, but I am not prepared to suggest on just what lines.

PAPERS ON ADVERTISING THE MOST HELPFUL.

The papers and discussions of retail hardware men which I have heard at meetings of the Arkansas Retail Hardware Dealers' Association and have read in the reports of other meetings in the trade papers which have proven most helpful in a business way have been those touching on the subject of advertising.

ALL ARE GOOD QUESTIONS FOR DISCUSSION.

A. C. Vieth, Oakland, Ia., writes:

I think the questions of catalogue house competition, parcels post, steel range peddlers, store management, retail advertising, and increasing membership are all questions which are good ones for discussion at the meetings of the state hardware associations. I think we have a number of good men who can write up some good intelligent answers to these questions.

IS WORTH THE EXPENSE OF THE TRIP.

H. C. Scofield, Sturgeon Bay, Wis., writes:

I do not think the discussion of catalogue house competition amounts to much except as an advertisement for the catalogue houses. The question of the parcels post is one which should be discussed, and I think hardware dealers should establish legislation to check this.

I do not think it necessary that the steel range peddler question should be ventilated.

The phases of store management that should be written up are those dealing with a system of credits, displays, advertising schemes, etc.

I think it would do no harm to have the subject of increasing membership written up.

The papers and discussions of retail hardware men which I have heard at meetings of the Wisconsin Retail Hardware Dealers' Association or have read in trade papers which I have deemed most helpful in a business way have been those giving ideas on display arrangements, store managements, etc.

The feature that I appreciate most in these meetings, is in meeting the members, comparing notes, swapping ideas and picking up new lines. This opportunity is worth the expense of the trip.

NEUTRALIZATION OF LOCAL COMPETITION

Frederick Neudorff, St. Joseph, Mo., writes:

I believe the next meeting of the Missouri Retail Stove & Hardware Dealers' Association should be devoted to devising some method or means towards neutralizing and eliminating the enmities, jealousies and bitterness of local competition between retail merchants. We ought not to devote so much energy to fighting the stranger, if we can get along together locally.

I cannot particularize as to what papers that I have heard have proven the most helpful to me at these annual meetings, but I would say that social intercourse, friendly advice and suggestions between ourselves has taught me more about business in the past three years than I learned in 27 years before. I believe that through this influence my advance in business is due. I enjoy more leisure, am more contented and feel grateful beyond expression that my footsteps led me to act in association work. It has paid me a hundred fold. In this view I believe all our membership who are active will join.

Catalogue House Competition.

We take pleasure in presenting herewith an additional batch of interesting letters we have received from various branches of the trade, commenting on the question of catalogue house competition. The different angles of vision show that there is need of greater unison in the ranks of legitimate merchandising—a consummation that is felicitously nearer with each succeeding month.

JOBBERS IN NO DANGER.

"R. K.," St. Louis, writes:

HOT HEADS GIVEN FOOD FOR THOUGHT.

"The letter of 'Elmer,' Chicago, in your last issue on the subject of the permanency of the jobber contains much matter that should give the hot heads on this catalogue house matter food for thought.

JOBBERS HANDLE HARNESS.

"In spite of the growth of the catalogue houses, the volume of business done by the hardware jobbers of the U. S. is larger than ever before, and new jobbing houses are springing into existence all the time, while the various large hardware jobbing houses are constantly taking on new lines of goods, harness being one of the latest lines to be taken up by a number of jobbers. I would point out that the time is not so far back in the dim and musty past when no stoves to amount to anything were handled by hardware jobbers.

STOVE MANUFACTURERS KEPT ON THE HUMP.

"Now, every large hardware jobbing house handles a more or less complete line of stoves and the prices they make to the trade keep those stove manufacturers who deal direct with the dealers on the hump to do much business at all. The jobbers get the very lowest prices, and as their cost of selling goods is much less than that of the stove manufacturers, they make bed rock prices and are gaining headway day by day.

JOBBER MAKES GOOD PRICES.

"The growth of the hardware jobbers in this and other lines in the past few years would point out the fallacies of those who imagine that the catalogue house is pushing the jobber to the wall. No one can find any footing in the business world unless he fills a business want. The jobber, by buying in large quantities and selling in small quantities, can make better prices on any miscellaneous lot of goods, I care not what they are, than the dealer could secure if he went direct to the manufacturer."

DEALING WITH RECALCITRANTS.

A Kansas dealer writes:

WHEN THE OTHER DEALER IS BACKWARD.

"I was interested in the article by 'Kansas Dealer' in your last issue, and while I agree with him that the way to meet catalogue house competition is to get closer to your competitors and closer to your customer, I would like to ask the hardware trade at large how you are going to get closer to your competitor when your competitor is the kind of pup that I am up against. I regret to say that he is utterly untrustworthy, is a liar, a breaker of all agreements, and is animated by a causeless animosity towards me which breaks out on the slightest provocation.

PREFERS TO PADDLE HIS OWN CANOE.

"Any time I talk local association the other two dealers in town readily fall in with the idea, but the old hyena in question will have nothing to do with us, saying he prefers to paddle his own canoe, and then he breaks out with a circular stating that the hardware dealers of our town are contemplating the formation of a trust, but he will remain in the future, as in the past, the people's friend, and with their assistance will smash this attempt of local greed to emulate the standard oil octopus and the steel combine.

CIRCULARS GIVE LOCAL ASSOCIATION QUIETUS.

"Of course these circulars are all froth, but they stir the people up, and when they come to the other hardware dealers in the vicinity, myself included, and ask us if we think of getting up a hardware association, we deny the question totally and state that this talk of a hardware association is merely another trick of this old hyena to work unfairly upon the sympathy of the public. What else would you do if you were in our boots. Would you go forward and incur the odium in your community of being a trust on a small scale or would you give the matter up?

CANTANKEROUS HYENAS STAY OUTSIDE.

"I believe that strong local associations are the one means of crushing catalogue house competition, but you can't make a man join a local association against his will, and the very class of dealers who will refuse to join hands with their fellows for the common good are, as a rule, cantankerous hyenas who will make all the trouble they can for the other men in the trade who are trying to prove mutually helpful to each other through the medium of local co-operation."

UNIVERSAL STOVES AND RANGES.

The Cribben & Sexton Co., 50-100 East Erie St., Chicago, send us their attractive catalogue and price list of Universal stoves and ranges. Among the features of their goods are the white porcelain lined oven door used on the Crystal, Grand and other cast ranges and oak stoves. The three-burner gas attachment with galvanized drip pan is a practical cooking arrangement which can be attached to all sizes in the square pattern of most of their steel and cast ranges. The cuts shown in this catalogue include the Superb Universal steel range, Popular Universal steel range, Capital Universal steel range, Electric Universal steel range, Crown Universal steel range, Columbia Universal steel range, Advance Universal cast range, Grand Universal cast range, Crystal Universal cast range, Diamond Universal cast range, Loyal Universal cast range, Amador Universal cast range, Welcome Universal cast range, Prize cast range, Lafama cast range, Peerless Universal steel cook, Magnet Universal steel cook, Model Universal steel cook, Triumph Universal cast cook, Triumph Household Universal cast cook, Reliance Universal cast cook, Rival coal cook, Pacific Universal cast wood range, Prime Universal cast wood range, Staple Universal cast wood range, Supreme Universal cast wood cook, Standard Universal cast wood cook, Family Universal cast wood cook, Reliable Universal cast wood cook, Sylvan Universal cast wood cook, Regal Universal hard coal base burner, Splendid Universal hard coal base burner, Elegant Universal hard coal base burner, Sparkling Universal hard coal base burner, Lillian hard coal base burner, Jewell Universal hard coal surface burner, Special Universal hot blast, Universal hot blast, Vulcan Universal hot blast, Universal radiator, air-tight heater for coal, Champion Universal oak, Universal oak, Star oak, etc. One of these catalogues will be forwarded the trade on application. When writing for same, kindly add: "Saw it in THE AMERICAN ARTISAN."

The Hardware Record.

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Pres., J. B. Sperry, Port Huron.
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Missouri Retail Stove and Hardware Dealers' Association.
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Ex. Com., F. Barker, Elmira, N. Y.; J. D. Moore, Birmingham, Ala.; P. E. Strauss, Boston; R. M. Dudley, Nashville; W. S. Wright, Omaha.
Advisory Board, W. W. Supplee, Philadelphia; H. H. Bishop, Cleveland; John Bindley, Pittsburg; R. A. Kirk, St. Paul.

Nebraska Retail Hdw. Dealers' Asn.
Pres. J. C. Cornell, Ord.
Vice-Pres., F. D. Kees, Beatrice.
2d V.-P., Max Uhlig, Holdrege.
Sec.-Treas., H. J. Hall, Lincoln.
Ex. Com., W. J. Jakway, Lincoln; Theo. Sinbold, Omaha; Alex F. Meyer, Hastings.

National Retail Hdw. Dealers' Asn.
Pres. W. P. Bogardus, Mt. Vernon, O.
V.-P., W. H. Tomlinson, LeSueur, Minn.
2d V.-P., F. C. Moys, Boulder, Col.
Sec., M. L. Corey, Argos, Ind.
Treas., A. T. Stebbins, Rochester, Minn.
Ex. Com., T. Frank Ireland, Belding, Mich.; James N. Kline, Williamsport, Pa.; Frank F. Porter, Chicago; S. E. Jones, Richmond, Ind.; A. H. Abbe, New Britain, Conn.

N. Dakota Retail Hdw. Dealers' Asn.
Pres., H. F. Emery, Fargo.
1st V.-P., G. W. Wolbert, Bismarck.
2d V.-P., A. C. McNiven, Langdon.
Sec., C. N. Barnes, Grand Forks.
Treas., H. T. Heigesen, Milton.
Ex. Com., E. E. Elliott, Sanborn; H. F. Strehlow, Casselton; Hurbert Harrington, Fargo.

Ohio Hardware Association.
Pres., John F. Baker, Dayton.
V.-P., C. S. Johnson, Barberton.
Cor. Sec., Frank A. Bare, Mansfield.
Fin. Sec., W. C. Jones, Columbus.
Treas., L. F. Stahler, Waverly.
Ex. Com., John C. Fuhr, Williamsburg; John Kramer, Dayton, C. W. Jewell, Utica; W. A Perry, Zanesville; Frank W. Ingalls, Byran.

Pennsylvania Retail Hdw. Assn.
Pres., Geo. L. Moore Brownsville.
V.-P., Geo. J. Rudolph, Pittsburg.
Sec., J. E. Digby, McKees Rocks.
Treas., B. A. Maggine, Braddock.
Ex. Com., E. E. Lyon, Greensburg; C. N. Savage, California; B. A. Maggine, Braddock; C. O. Shroyer, Dawson.

St. Louis Stove Dealers' Assn.
Pres., R. H. Myers.
1st V.-P., E. L. Wachter.
2d V.-P., G. M. Rinie.
Sec., Louis Boehl.
Treas., F. A. Kannsteiner.

Southern Hardware Jobbers' Assn.
Pres., W. M. Crumley, Atlanta, Ga.
1st V.-P., John Donnan, Richmond, Va.
2d V.-P., E. A. Peden, Houston, Texas.
Ex. Com., Bruce Keener, Knoxville, Tenn.; Chas. Ireland, Greensboro, N. C.; O. B. Barker, Lynchburg, Va.

Texas Retail Hdw. and Imp. Assn.
Pres., S. L. Erwin, Honey Grove.
1st V.-P., W. M. Gunnell, Marlin.
2d V.-P., J. D. Carroll, Quanah.
Sec. & Treas., J. W. McManus, Waxahachie.

Wisconsin Hdw. Dealers' Assn.
Pres., H. L. McNamara, Janesville.
V.-P., Ralph Burtis, Oshkosh.
Sec.-Treas., C. A. Peck, Berlin.
Ex. Com., W. H. Busse, Milwaukee; E. R. Ramm, New London; H. S. Scofield, Sturgeon Bay; R. Murdosh, Beloit.

THE AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing western hardware and metal prices corrected weekly. You will find these on pages 40 to 44 inclusive.

Chas. Isaacs is a new Leland, Ia., hardware dealer.

C. F. Townsend is a new Portville, N. Y., hardware dealer.

Joseph Veath has opened a hardware store at Evansville, Ill.

A washing machine factory will shortly be established in Youngstown, O.

Baker Bros., Solomon, Kans., hardware dealers, have dissolved partnership.

W. Isham has purchased the hardware stock of A. J. Braman, Butternut, Mich.

The M. H. Reynolds Steel Safe & Mfg. Co. are a new Spokane, Wash., concern.

The Bennett Hardware Co. are a new Bennett, Ia., concern, capitalized at $15,000.

F. E. Kelsey has purchased the hardware business of F. A. Turner at Cairo, Mich.

D. J. Beving has purchased the hardware stock of P. A. Meyer & Son at Wellsburg, Ia.

B. H. Phinney has purchased the hardware stock of Dieckhoff Bros., Worthington, Minn.

A serious fire occurred on September 22 in the hardware store of H. Sandmeyer & Co., Peoria, Ill.

T. W. Raiford, a Tuscumbia, Ala., hardware dealer, has filed an involuntary petition in bankruptcy.

Mat Donahoe has purchased the interest of Robt. Tollington in a hardware store at Wilmington, Ill.

The Lovell Mfg. Co., Erie, Pa., has purchased the patterns, patents, stock, good will, etc., of the Ohio Wringer Co., Springfield, O.

N. C. Merges, J. P. Wentz and E. E. Merges are the incorporators of the Merges Hardware Co., Portland, Ore., capitalized at $5,000.

F. W. Pearce, associated with the Owosso Hardware Co., Owosso, Mich., drew a homestead in the land drawings held recently at Bonesteel, S. D.

John Stock Sons, San Jose, Cal., hardware dealers, were visited by fire on Sept. 19th last, and about $5,000 damages were done to their warehouse.

P. I. Hogan, W. J. Hogan, Katherine Hogan, G. Kitchin and A. M. Gentrup are the incorporators of the Reliance Window Lock Co., Cincinnati, O.

W. A. Barker, Mary A. Barker, H. W. Lewis are the incorporators of Barker & Johnson, Chicago, capitalized at $10,000 for manufacturing hardware.

F. M. Rakestraw, W. G. Sussman, Lewis W. Rakestraw, Allen De Vilbiss and N. W. Hansen are the incorporators of the Toledo Plier Co., Toledo, O., capitalized at $25,000.

Henry Pearl, Wm. Pearl, H. H. Pearl and J. L. Pearl are the incorporators of Henry Pearl & Sons' Co., New York city, capitalized at $30,000, for manufacturing hardware.

Henry Schuitheis, Albert Nugent and Raphael Chasse are the incorporators of the Chasse Mfg. Co.,

New York City, capitalized at $20,000, for manufacturing and dealing in traps.

Chas. R. Calbert, Geo. W. Goldenstroth and Lewis P. Keller are the incorporators of the Ball Bearing Wrench Co., Washington, D. C., capitalized at $30,000.

The Denning Fence Works, Cedar Rapids, Ia., are manufacturers of steel grain bins, wire field and lawn fence, etc. Their corn cribs holding from 400 to 1,000 bushels can be set up in four minutes.

Diehl, Rathbone & Wright, proprietors of the Ocheyedan Hardware Co., Ocheyedan, Ia., have transferred their stock to E. T. Miller and A. B. Cobb, who will continue the business under the old name.

The retail hardware dealers of West Virginia are deeply incensed over a bill passed by the extra session of the legislature in that state, providing that all retail dealers should pay an annual license of $200 for selling fire arms. In our opinion, the best way in which these dealers can set aside this unjust piece of legislation is to get together, form a retail hardware association and make a sustained and united demand for a repeal of this outrageous special tax.

The Columbian Hardware Co., Cleveland, O., with New York office at 14 Warren street, San Francisco office, at 132 Market street, and Chicago office at 27 Lake street, are meeting with heavy sales of their Columbian ball bearing floor spring hinge. This occupies only a small space in the floor particularly in depth. It is easily put in place, the tension can be regulated without disturbance of the hinge or door and the door may be removed in a moment's time.

The Twin Rake Mfg. Co., Ladoga, Ind., are a new concern who manufacture the Anderson Twin rake and the Hoosier lawn rake. In the Anderson rake, the head is made of sheet steel with large rib on back extending the full length; in one side are inserted No. 6 steel wire teeth very slightly curved, forming a strong and durable garden rake; in the other side are inserted No. 8 steel wire teeth formed for lawn purposes; it is tin throughout; is 18 inches in length and has a total of 33 teeth; the handle is 5½ feet long.

The S. M. Howes Co., 40-46 Union St., Boston, Mass., send us a little pamphlet calling attention to their line of high grade high arm, sewing machines made under the name of the "Howes." This machine will sew from one thickness of muslin to six folds of heavy cloth, without breaking the thread. All wearing parts are of the finest steel, hardened and ground to bearings. The take up for thread controller action is absolutely positive, being actuated by a rotating cam. The feed is double operating on both sides of the needle; the upper tension is self-threading and is located on the front of the cam house close to the take up, preventing any stretch in the thread from interfering with a perfect stitch. The tension acts uniformly on cotton, linen or silk thread, producing a strong, neat and even seam.

The H. F. Brammer Mfg. Co., Davenport, Ia., send us a little booklet describing their original Brammer O. I. C. and O. K. washing machines. Their original Brammer has been on the market for over a quarter of a century. It is operated by turning the lever on the top of the tub forward and back, which swings the clothes back and forth through the hot suds, thereby cleansing them. The O. I. C. washing machine has a pendulum attachment which greatly reduces labor. The work is all performed by a swinging movement of the arm. The O. K. washing machine is operated by means of a fly wheel which turns either right or left. The dasher or pin wheel reverses automatically turning the clothes back and forth through the hot suds and cleansing them. It is nicely painted and varnished with gilded hoops and castings. The fly wheel is painted green and the black enameled handle bolts on the fly wheel.

Lyon Bros., Madison, Market and Monroe Sts., Chicago, are extensive wholesalers of general merchandise. Their bargains are taken advantage of by a large number of retail hardware dealers. Their unabridged fall and winter catalogue No. AA 390 is sent free to dealers only on request; some of the exceptional hardware bargains which they are now offering are the following: Tipped pattern steel spoons, made from the best quality of steel, coated with a double bath of malacca tin, buffed and highly finished, they have a silvery appearance, will retain their brilliancy almost as well as silver; coal shovels, made of heavy sheet steel, all in one piece, 11-inch long round handle, full japan; Hunter's pattern flour sifters, full size, made of heavy bright tin with agitator working through side handle; dust pans, full sheet, round handle clear through and riveted to body, black japan, and glass oil cans made only in one-gallon sizes.

VAUDEVILLE ENTERTAINMENT.

The Chicago Retail Hardware Dealers' Association gave a most interesting vaudeville entertainment in their handsome quarters, Room 412, Masonic Temple, Chicago, on Friday evening, Sept. 23d. Invitation was by ticket only, but it was very evident that the hardware trade of Chicago appreciated a good thing, as by 9 o'clock over 300 members of the association, outside hardware dealers who has been invited in the hope that they would join fortunes with this most successful organization, heads and representatives of various wholesale hardware, stove manufacturing, stove jobbing and metal houses had filed past Tony Engelhardt, who officiated as sergeant-at-arms.

G. R. Lott, the suave and efficient secretary of the association, acted as master of ceremonies. In his introductory speech, he stated that he was glad that there was so many hardware dealers present who were not members of the association, as they were afforded an opportunity to see the quarters in which the association met.

He stated that it was the wish of the association that everyone should know that Chicago has a good, live hardware association. He urged the members to plug for the association until every hardware dealer in Cook County was enrolled in its membership.

The first artists on the programme were the rapid fire conversationalists, William and Gordon, who kept the audience amused with their string of jokes and jokelets. They were followed by Lewis & Chapin in a subtly refined comedy sketch.

Dennis J. McLaughlin, ex-president of the associa-

tion and a candidate for county commissioner on the Democratic ticket, was called on for a brief talk, in the course of which he stated that if he was elected, he would do anything in his power for the hardware trade of Chicago.

Billy Gordon then told a number of stories and Miss Hogan demonstrated her rare proficiency in the terpsichorean art.

The programme was concluded by Fred Lewis, who told a number of dialect stories, winding up with a little recitation which was probably of a reminiscent character.

The programme was followed by drawings for two of the prizes left over from the picnic of the association held at Northwestern Park, last August. M. Furstenberg drew the refrigerator donated by the Ranney Refrigerator Co. and Fred Schultze held the lucky ticket calling for one of Cole's hot blast heaters donated by the Cole Mfg. Co.

Sidney P. Johnston of THE AMERICAN ARTISAN and H. E. Gnadt, president of the association, were then called on for short remarks.

Mr. Gnadt stated that the object of the association was that the hardware trade of Chicago might get together and get acquainted with each other. He said the hardware dealers should secure the good will of one another and should not turn a cold shoulder one to another. The retail hardware men were the best organized of any of the merchants in the city of Chicago.

After the meeting had adjourned, an informal meeting of those present was held, and the candidacy of Dennis J. McLaughlin for Cook County Commissioner was endorsed on motion of T. Bowler. It was evident to all those present at this meeting that the hardware association, with its close to 200 members, is in a more flourishing condition in every way than it has ever been before. Its finances are in excellent condition; its *esprit de corps* is growing with every meeting, and both its membership list and its average of attendance at meetings is showing a constant and gratifying increase.

TENTH ANNUAL MEETING NATIONAL ASSOCIATION.

The tenth annual convention of the National Hardware Association of the United States, which will be held at the Hotel Rudolf on Nov. 16, 17 and 18, promises to be the most successful this association has ever held and an unusually large number of the members have already signified their intention of being present. Serious business subjects will receive thorough and careful discussion at the six sessions which the convention will hold. On the evening of Nov. 16 the American Hardware Manufacturers Association will tender a very fine reception to the delegates and the ladies in attendance at the convention. On Thursday evening the pleasure of entertaining will fall to the committee chosen by the National Hardware Association, and on the third evening the National Hardware Association will hold their annual banquet. This year this banquet will be controlled by the National Hardware Association. For the past three or four years it has been tendered by the American Hardware Manufacturers Association, but this year the jobbers deemed it best to revert to the policy which proved so successful at their Buffalo and Milwaukee Conventions.

REPORT OF WHOLESALE AND RETAIL HARDWARE JOINT COMMITTEE.

T. James Fernley, general secretary of the Wholesale and Retail Hardware Joint Committee, sends us the following communication under date of Sept. 26th:

"The Wholesale and Retail Hardware Joint Committee, which was formed at a meeting of the representatives of the retail and wholesale dealers held in St. Louis, June 23d and 27th, have been actively at work since that time calling attention of the trade in general to the catalogue house question, and inducing manufacturers to use their best endeavors to prevent, in some way, a demoralization of prices.

"The manufacturers have generally admitted that the quantity of goods sold by catalogue houses was extremely small when compared to their total production, and have begun to realize that it is not to their interest to have quotations made which prevent those who distribute their goods to retailers and to consumers from making at least a margin of profit to cover the services rendered.

"The committee has not attempted any coercive measures, believing that our contention was just, and that it was but necessary to properly present the matter to have the manufacturers apply the remedy. We are standing on the platform adopted in St. Louis, which was fully outlined in your columns. A very large number of manufacturers have signified their intention of immediately discontinuing the sale of goods to catalogue houses. The complete list will be furnished the retailers of the country from time to time through your columns.

"Some of the most prominent manufacturers who have taken this stand are the following:

"Henry Disston & Sons, Stanley Works, American Axe & Tool Co., Fayette R. Plum, Inc., H. B. Black & Co., Covert Mfg. Co., Norton Tool Co., Hermann Boker & Co., Hamilton Rifle Co., James H. Mann, Mann Edge Tool Co., Eagle Lock Co., Dunn Edge Tool Co., Russell & Erwin Mfg. Co., Hussey & Binns Shovel Co., Evansville Tool Works, Kelley Axe Mfg. Co., Findlay Axe & Tool Co., Germantown Tool Works, Hopkins & Allen Arms Co., White Mountain Freezer Co., J. Stevens Arms & Tool Co., McKinney Mfg. Co., F. E. Myers & Co., Schollhorn Co., and many others.

"We most respectfully invite communication with the jobbing and manufacturing trade on this question. The retail trade will please address their communications to M. L. Corey, secretary, Argos, Ind. We find the leading jobbers of the country are opposed to selling this class of dealers. The members of the National Hardware Association have reaffirmed the position which they took several years ago.

"One of the catalogue houses has recently issued a new book, in which we find quite a number of prices have been advanced to a proper standard. Thus it will be seen that the work of our committee is bearing fruit.

"We have read with interest the articles appearing in

the trade papers from time to time on this subject. We regret that these did not appear over the signature of the writer. The members of our committee would be pleased to answer communications which have an identity, but we have felt that articles that appear in trade papers without the signatures of the writers should no be dignified with a reply over the signature of our committee."

GUN NOTES.

RESULTS OF GEORGIAN TOURNAMENT.

The tournament held at Bainbridge, Ga., Sept. 15th to 17th, was one of the most successful affairs of the kind ever held in the South. The attendance was good, and conditions altogether satisfactory. E. J. Jones of Eufaula, Ala., won high amateur average, and Walter Huff landed the high professional, both using Peters' loaded shells, made by the Peters Cartridge Co., Cincinnati, O.

REMARKABLE SCORES WITH HIGH POWER AMMUNITION.

The rifle meetings at Sea Girt and Creedmoor demonstrated the great improvement that has been made with high power ammunition by American manufacturers. Some remarkable scores were recorded at these meetings, notably that of Lieut. Casey of the 71st New York, who made a run of 20 consecutive bull's eyes at 600 yards in the All-Comers Match at Creedmoor. Lieut. Casey's markmanship in the Spencer Match at Sea Girt is worthy of particular mention, as he made a possible in the match and scored five consecutive bulls in the shoot-off, which he won. The consistent work of Lieut. Tewes of the 1st New Jersey is another evidence of what can be accomplished by perfect holding with perfect ammunition. He was the winner of the Seabury Long Range Match, and was the runner up in the Wimbledon and President's Match. As these marksmen, and a large majority of the contestants used 30 caliber ammunition, manufactured by the Peters Cartridge Co., Cincinnati, O., the makers can be congratulated on the wonderful showing made with their ammunition.

GOOD WORK BY ANDERTON.

Thomas Anderton, the celebrated revolver and pistol shot of Boston, Mass., fairly swept all before him in the matches at Sea Girt and Creedmoor. Mr. Anderton has been recognized for years as a marksman of remarkable skill, and this season he was seen at his best, as he won all but two of the individual matches at the above meetings. His work in the rapid fire matches was almost marvelous, and in one string of ten shots at 50 yards in the military rapid fire record match, he made a score of 49 out of a possible 50, the string being shot in 12 seconds. Mr. Anderton used Peters' 38 S. & W. special smokeless cartridges in all his revolver work, and Peters' 22 long rifle cartridges in the pistol matches. These cartridges are manufactured by the Peters' Cartridge Co., Cincinnati, O.

CHICAGO BOWLERS ARE LUKEWARM.

At present writing it looks as though a hardware bowling league would not be started in Chicago this fall, as those most deeply interested have met with poor success in getting teams together.

THE GRAF CARBIDE CAN OPENER.

The Acetylene Light & Heat Co., 7-17 East Water street, Cincinnati, O., are manufacturers of the Graf carbide can opener shown in the accompanying illustration.

The Graf Carbide Can Opener.

In the past, it has been well nigh an impossibility to get the screw top out of the carbide can without damage to the lid and gasket. The very slightest damage will cause an opening which will admit the air and allow the carbide to decompose, thus wasting gas This opener prevents this loss, and has been accorded a cordial reception by all owners of acetylene plants and users of carbide.

NEW TRADE MARK.

Silver & Co., 304-314 Hewes St., Brooklyn, N. Y., manufacturers of kitchen furnishing goods, household inventions, artistic bath room fixtures and a line of very desirable hardware specialties of all kinds, have

just been allowed an attractive trade mark by the patent office, which they will use on their printed matter and affix to all of their goods. This trade mark, as is shown by the accompanying cut, shows the Brooklyn Bridge, and is both original and unique.

THE PERFECTION SCRAPER.

E. C. Atkins & Co., Inc., Indianapolis, Ind., are manufacturers of the Perfection scraper shown in the ac-

The Perfection Scraper.

companying illustration. This scraper is designed for cabinet work, scraping hardwood floors, paint and varnish, etc.

All four edges of the scraper can be used, the blade being 3x3 inches and 16 gauge, makes it very stiff and prevents springing. The beveled edge is for taking a shaving off of hardwood floors. The holder is

made from malleable iron and is very strong and rigid; the holder is screwed into the long handle which prevents it coming loose. This handle is made long and corrugated so the operator can get a firm grasp. The holder is made in such a manner that the operator can tilt his scraper to any angle desired.

WILL NOT MEET THIS YEAR.

The annual meeting of the Retail Dealers' Hardware & Implement Association of Texas, which was to have been held at Dallas during the session of the Texas State Fair, has been indefinitely postponed, as the Texas State Fair Association has decided not to hold a fair this year.

A MAGNIFICENT INTERIOR.

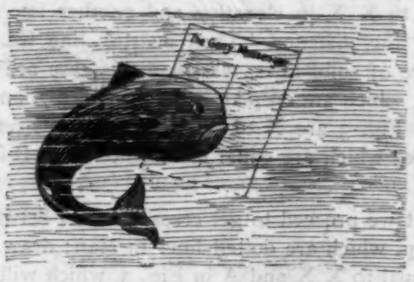
The accompanying cut shows an interior view of the hardware store of H. C. Wey & Son, Hobart, Okla.

A Magnificent Interior

The construction of this store was quite expensive for a new country, but this firm finds it is a great trade getter.

EVERY KNOCK IS A BOOST.

The worst accusation we have heretofore heard against members of the finny tribe is that they have refused to bite at various kinds of warranted bait. The



A Hard Knock.

accompanying cut shows Mr. Pisces with his hammer out for fair. He is sniffing contemptuously at a copy of that evangel of good roofing, the Garry Messenger, published by the Garry Iron & Steel Co., Cleveland, O., and derisively sneers at the idiocy of a concern who would publish a paper telling people how to keep from getting wet. Some of us like wet stuff internally for lubricating purposes and some of us have a fad for a *douche* of two of *aqua pura*, early in the morning, but we all prefer to exercise our sovereign prerogative as independent American citizens and take our wettings at our option, not through the caprice of *Jupiter Pluvius*. Consequently, Mr. Pisces' knock is a distinct boost for Garry goods.

MARION HARLAND ONE CUP TEA URN.

The accompanying cut shows the Marion Harland one cup tea urn, manufactured by Silver & Co., 304-314 Hewes street, Brooklyn, N. Y. This one cup tea

urn will quickly prepare the beverage without trouble or delay and the infusion is ready for use instantly.

Heating and Ventilating

Geo. Crooks, J. F. Page and C. E. Miner are the incorporators of the Crooks Heating & Ventilating Co., New York, N. Y., capitalized at $20,000, for manufacturing and dealing in heating apparatus.

The Tuttle & Bailey Mfg. Co., New York, Chicago and Boston, took the first prize at Philadelphia 1876, Chicago 1893, and Paris 1900, with their T and B registers. Their stock now consists of 500,000 pieces, so they are in a position to make prompt shipments.

The Haynes Langenberg Mfg. Co., 2301 to 2309 Lucas avenue, St. Louis, offer the trade the Front Rank furnaces for hard or soft coal, coke or wood; these furnaces are made from heavy steel plates, carefully riveted throughout like a boiler. A fire brick lining forms the fire pot.

The Quaker Mfg. Co., Chicago Heights, Ill., send us a circular calling attention to various of their heating specialties, which include the 400 Quaker furnace, Quaker steel furnace, Quaker time regulator, and Quaker wall register. Among the special features of the 400 Quaker furnace are the automatic puff damper safety valve, automatic fire door and damper connection, automatic time furnace regulator, and hot blast; it is a base heater and air and gas tight; the riveting is done by a powerful yoke riveter operated by compressed air; after riveting, the seams are calked.

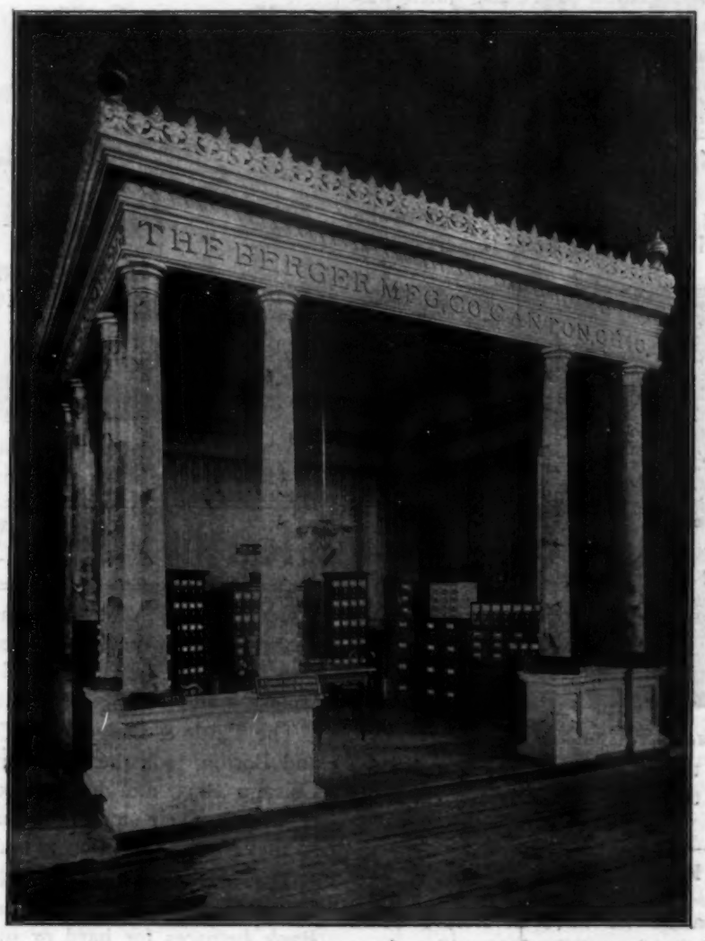
ANNUAL MEETING A. S. H. & V. E.

The American Society of Heating & Ventilating Engineers will hold their next annual meeting at the new Hotel Astor, 43rd St. and Broadway, New York, on Jan. 17th, 18th and 19th.

Tinshop

WORLD'S FAIR BOOTH.

The accompanying illustration shows the booth of the Berger Mfg. Co., Canton, O., at the Louisiana Purchase Exposition. The goods of this company comprise metal ceilings, sheet metal roofing and siding, eaves trough, conductor pipe, cornices and architectural sheet metal work, tin plate, sheet iron, metals, metal furniture, etc., and many of their lines of goods are felicitously shown in the construction of this booth which is built entirely of metal. It is constructed in the doric style of architecture with columns of metal in imitation Italian marble and capitals in silver. The interior is finished with metal ceilings and side walls in ivory white. The display consists of samples of their steel equipment.



World's Fair Booth.

PATTERN FOR OBLONG BASE WITH HOLE AT ONE SIDE OF CENTER.

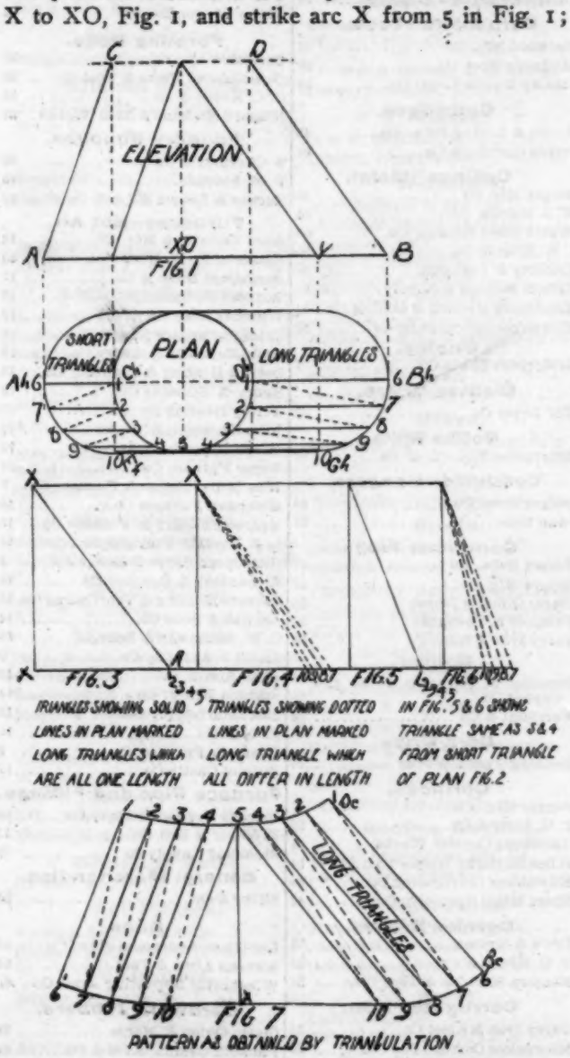
Herewith is given a pattern for oblong base with hole at one side of the center. We will start with elevation. Lay off your bottom line of base the size wanted, as A B, and at right angles from this line find your center line, as xO-x, which will be your height of article wanted. Then at right angle to xOx mark your line C D equal to size of opening of top, so A C D and B is elevation of article wanted. Then with T square drop your line below elevation and get your shape of plan, so that Bb, Dh, Ch, Ah, Eh, Fh and Gh will show half of plan. Now, having got elevation and plan to suit, we proceed to get triangles. Let us start with long triangles first, Fig. 2; divide part of circle line Bh and Gh into four equal parts, also linear line Dh and Fh into four equal parts and number each point as in plan. Next we draw solid line 1 to 6, then dotted line 1 to 7, and so on. We proceed to Fig. 3, draw a perpendicular line equal in length to X X in elevation and another line at right angles any distance. Then on this line we lay out distance of solid lines, which in this case are all of a length, which are on plan lines 1-6 and 2-7, and so on, and in Fig. 3 are X to A. This gives us one set of triangles which are equal to distance D to B in elevation.

Next we proceed to get cross distance between base and top, which are dotted lines in plan; draw another line equal to X X and A in Fig. 3, which will be Fig. 4, then get distance 1 to 7, 2 to 8, and so on. Having found all distances of straight and cross line from base to top, carry them all to apex X and X in Figs. 3 and 4. This gives us correct triangles or measurements necessary to lay out pattern with.

Triangles for opposite of plan are got the same way.

We start with pattern. Draw any straight line De, Bc, as in Fig. 7, equal to D B in Fig. 1 or X A in

Fig. 3, which are both of a length. Then with dividers set the size used in space of circulars in Fig. 2, strike arc 7; then with another pair of dividers get distance of triangle No. 7 in Fig. 4 and strike arc No. 2, Fig. 7, then strike small arc at that point; that gives you point for dividers so as to strike next bottom arc, which will be the distance from A to X in Fig. 3; proceed so on till you get all triangles measurement up till last solid line 5 to 10, Fig. 7. To get large triangle, set dividers distance Y to XO in Fig. 1 and sweep arc from 10 to X, then proceed as before from X to XO, Fig. 1, and strike arc X from 5 in Fig. 1;



this gives you triangle 10-X-5 in Fig. 7, same as triangle in Fig. 1, XO-Y-X. This gives you pattern for part of plan marked long triangulars. To get short ones, proceed as in large ones.

NOTES AND QUERIES.

WEST POINT HEATER.

From Buettell Bros. Co., Dubuque, Ia.

Would you kindly give us the name of the maker of the West Point heating stove?

Ans.—Favorite Stove & Range Co., Piqua, Ohio.

BAYLEY'S CORNER OATS MANGER.

From "Reader," Chicago, Ill.

In response to query of H. H. Wilke, Horicon, Wis., as to manufacturer of Wm. Bayley & Sons Co.'s corner oats manger, would state that there is a firm of that name located in Milwaukee, Wis., also in Springfield, O.

STOVE POLISH CANS.

From C. F. Smith, DeKalb, Ill.

Where can I buy cans for holding stove polish?

Ans.—American Can Co., New York; American Solderless Can Co., Trenton, N. J.; Columbus Can Co., St. Louis, Mo.; Heekin Can Co., Cincinnati, O.; Michigan Tin Can Co., Detroit, Mich.; National Can Co., Detroit, Mich.; Standard Can Co., Chicago, Ill.

CHAIR CASTER.

From Martin & Kuebler, Viroqua, Wis.

Where can we buy a chair caster that has a tube in place of a stem so that the chair leg will fit into the tube?

(Can any of our readers answer this question?—Ed.)

PREPARATION FOR PREVENTING FROST.

From E. C. Dedrick, Langdon, N. D.

Can you give me a recipe for a preparation which will prevent frost from gathering on windows?

(Can any of our readers furnish the desired information?—Ed.)

ITEMS.

John M. Graff is a new Arlington Heights, Ill., tinner.

The old partnership of Bruce & Cook, New York metal merchants, has been dissolved, and a new one has been formed under the old firm name by Philander I. Jennings, Frank C. Jennings and A. Gardiner Cooper.

The Perkins Roofing Co., 235 Lake street, Chicago, are rapidly getting their affairs in first-class shape and expect to be ready to meet all the wants of the trade in less than a month with a larger stock of metal and roofing goods than they have ever carried before.

Powers Bros., Streator, Ill., send us a circular calling attention to the Powers automatic chimney top and ventilator, which is made on scientific and mechanical ideas; all bearing is on the pivot next to the cover where the weight is; a brace at the bottom prevents the cover from rubbing the stack; the cover stops rain, smoke and soot from blowing down the chimney.

The Emmelman Bros. Mfg. Co., Indianapolis, Ind., are meeting with marked success in their sales of their patent combination automatic gasoline soldering iron and blow torch, for use by tinners, electricians, painters, machinists and plumbers; it is claimed that it is never too hot or too cold and that the strongest wind will not blow it out. It consumes gasoline in the form of gas without any danger of an explosion.

John F. Budke is president and together with Wm. H. Paxton, Geo. D. McNutt, Geo. Retberg and John M. Walton are the incorporators of the Budke Stamping Co., Pittsburgh, Pa. This firm is a subsidiary concern of the Budke Sheet Steel Co., Pittsburgh. They will build a large stamping works in connection with the sheet mills where sheets will be turned into finished articles such as stove pipes, drip pans, powder kegs and metal laths.

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Trade Report.

CHICAGO IRON MARKET.

Little of moment is to be reported of the market at large. Pig iron showed continued improvement, and the inquiries for the last six days aggregated a greater tonnage than has been offered here for months. Producers are greatly dissatisfied over the lack of spirit shown by buyers of the more finished products, which were recently reduced in price. The consumers, too, were disappointed at what they considered an insufficient reduction, and the present inertia in plates, structural materials, etc., is the only logical outcome.

Inquiries for pig iron have ranged from the very small lots to 10,000 tons. These have been well scattered and, on the whole, above expectation as to quantity. The average was for 1,500 tons. Consumers are having great difficulty in obtaining long-time deliveries. This is especially true with Southern irons. Most Southern agents have been instructed to fill current wants of customers only, and under no conditions to accept orders for 1905 delivery at current prices. The feeling that iron is due to take a sharp advance toward the end of the last quarter of the present year is very strong. Northern interests are getting an advance of 50c per ton for deliveries in the first half of 1905. Malleable iron is selling very well and is now strong at $14, Chicago.

Extensive improvements and additions will be made at the Union Iron Works, San Francisco, Cal. This plant, it is said, will eventually be one of the largest, if not the largest, iron manufacturing establishments in the world. The "B" furnace of the Iroquois Iron Co. was started up last week after having been idle over three months. The output of this furnace is sold for the next three months or more.

Leading steel authorities say that the big decrease in steel exports during August is only temporary and that October will show a good revival. The greatest decrease was in steel rails, the August exports falling 7,500 tons, while the July totals were 40,300 and for the seven months ending July 174,642 tons. September and October exports of steel rails will be very large, however, as about 70,000 tons will go to Canada alone. The total August exports of iron and steel items enumerated will fall below 45,000 tons, compared with approximately exports of 75,000 tons in July. In July 35,904 tons of steel billets, ingots and blooms were exported, as against 15,200 tons in August. Ore and pig iron exports also dropped off heavily.

BILLETS.

Rather keen competition is indulged in for the small amount of business offered and several interests are said to be shading the official schedule. Chicago buyers are greatly annoyed at the recent change in the price schedule, which they call a reduction which does not reduce. The cut made last week makes a reduction in local prices of $1.50 on billets, and 50 cents on sheet and tin bars. We quote Chicago prices on Bessemer and open-hearth billets, 4x4 and larger, up to .25 carbon, $22.50; up to and including .60 carbon, $1 extra. Billets 3⅞ in. and smaller, and sheet and tin bars, $24.50. Wire rods, $26 and $27 Pittsburgh.

IRON AND STEEL BARS.

Manufacturers are unable to uphold the recent advance of $1 per ton for iron bars and prices range from 1.35c to 1.40c, base, Chicago. Orders are coming in plentifully, however, and no lack of demand is to be noted.

A reduction, amounting to $1 a ton was made on steel bars last week. It is claimed that this was done, not for the purpose of stimulating demand, but in order to equalize the quotations on the various steel products. No great increase in orders followed the reduction. Most consumers were well supplied before the reduction was made and new orders were not greatly beyond the average.

Small angles rolled from old rails continue in good demand. Prices are stiffening as the result of the increased cost of old rails, and 1.25c is now the best that can be done in this market. There is a good demand for soft steel angles and hoops. We quote Chicago delivery, as follows: Iron bars, 1.35c to 1.40c; soft steel bars, 1.40c to 1.46½c; soft steel angles, less than 3x3, 1.56½c; hoops, 1.71½c. On small lots from store, we quote iron bars, 1.70c to 1.75c base full extras; steel bars, 1.70c to 1.80c base half extras; hoops, 2.10c rates, full extras.

STRUCTURAL STEEL.

A 15,000-tons contract for structural shapes and plates was closed by a large independent structural iron worker to supply material for local bridges. Some other business is pending, but beyond this the market is stagnant. We quote association prices, carload lots, Chicago delivery, as follows: Beams and channels, 15 in. and under, 1.56½c; angles, 3 to 16 in. inclusive, 1.56½c; zees, 3 in. and over, 1.56½c; tees, 3 in. and over, 1.61½c. On lots from store, we quote beams, channels and angles, 3x3 and larger, 1.80c to 1.90c; beams, 18, 20 and 24 in., 10c extra; tees, 5c extra.

PLATES.

Some slight demand is felt and many consumers are buying for their immediate needs rather freely, but no heavy contracts are being booked. A stagnant condition, almost as severe as before the reduction, exists. Three thousand tons of plates were placed by a local iron worker, but it was impossible to discover the terms on which the sale was made. Some cutting is being done by several independent interests, though only to a point that will bring them the business offered. With this reservation, we quote carload lots for Chicago delivery, as follows: Tank steel, ¼ in. and heavier, 24 in. wide and under, rectangular plates only, 1.46½c base; over 24 in. to 100 in. wide, 1.56½c base; flange steel, 1.66½c base; marine steel, 1.76½c

base, all full extras. Plates, 3-16 in. thick, $2 extra; gauges 7 and 8, $3 extra; No. 9, $5 extra. Less than carload lots, 5c extra. Prices from store have also been changed, and we quote tank steel, ¼ in. and heavier, 1.80c to 1.90c; 3-16, 1.90c to 2c; No. 8, 1.90c to 2c; flange steel, 2.05c to 2.15c.

OLD MATERIAL.

Dealers seem to have reached their storing-capacity limit. Consumers are still holding back, and in the absence of the speculative tendency, which has played havoc with the market for two months, it is evident that the bull movement is about ended. Dealers have had some difficulty in disposing of the very heavy tonnages received recently from railroads. Heavy melting steel and old rails exhibit the strongest symptoms. We have revised our prices, and quote dealers' selling prices, gross tons, as follows:

Old iron rails	$15.75 to 16.25
Old steel rails (4 feet and over)	11.50 to 12.00
Old steel rails (less than 4 feet)	10.50 to 11.00
Relaying rails, subject to inspection	21.50 to 22.50
Relaying rails for sidetracks	18.00 to 20.00
Old wheels	10.50 to 11.00
Heavy melting steel	9.50 to 10.00
Mixed country steel	7.00 to 7.50
Low phosphorus scrap (.04 and under)	11.00 to 12.00

WIRE NAILS.

Improved demand and overworked mills are the consensus of manufacturers' reports. No contracts for shipments of even thirty days ahead are being let and it is thought generally that the present schedule will not hold much longer. A good fall trade will probably go far to bring about an advance in price. Little shading of prices by independents is reported. We quote jobbers' prices as follows: Small lots, $1.95; carload lots, $1.90; cement coated, $1.80.

CUT NAILS.

The demand has improved but it is felt that the cut nail branch is not getting its share of the wire industry as a whole. The mills, closed early in the summer, are reopening gradually, but there has been no difficulty in meeting the demand of buyers. Association prices are holding their own as a rule, though rebates are granted occasionally to large buyers.

BARB WIRE.

Following the reduction in price of six weeks ago, the market is characterized by so heavy a demand that mills are many times unable to meet requirements as to delivery. We quote jobbers' prices as follows: Carloads, per 100 lbs., $2.05 for painted and $2.35 for galvanized; less than carloads, per 100 lbs., $2.10 for painted and $2.40 for galvanized.

SMOOTH FENCE WIRE.

Smooth fence wire has not yet reached the point at which orders are turned away, but the demand has increased so materially that several mills are reported as having all the tonnage they can care for. We quote jobbers' prices as follows: Nos. 6 to 9, annealed, per 100 lbs., $1.80; Nos. 6 to 9, galvanized, per 100 lbs., $2.10.

COPPER.

It is estimated that between 10,000 and 15,000 tons of American copper was sold to domestic and foreign producers during the week for various shipments extending from October to February, 1905, at 12.70@12.75c for electrolytic and 12¾@12⅞c for lake. Later sales of lake were made as high as 12.95c for export and of electrolytic at 12.80c for domestic consumption. One of the most interesting features of the week was the development of an active demand for delivery during January, February and March, 1905, the inquiry coming from both foreign and domestic sources.

There has been no further change, the market being quiet, with lake quoted at 12¾@13c; electrolytic, 12¾@12⅞c; casting, 12½@12⅝c. The London closing was cabled steady; standard copper, spot, £58 2s 6d; futures, £58 2s 6d.

PIG TIN.

Pig tin is higher, with a better demand for both spot and futures. London closed strong yesterday at £127 12s 6d for spot and £128 2s 6d for futures. In New York, the quotation is 27⅞c for spot and 27⅞c for futures. The jobbing price is 28⅜@28⅝c.

TIN PLATES.

Tin plates are steady at: Melyn, $6@6.50; Alloways, $5.25@5.75; coke, $4.87½@6.50; ternes, $4.50@7; additional X, $1.50@1.75 more.

PIG LEAD.

Pig lead is firm and unchanged, the American Smelters' Association quoting 4.20c for 50-ton lots in New York, and 4.27½c for 25-ton lots, both for future shipments. In New York, the spot market is very firm, with 4.30c being obtained for spot lots. St. Louis is dull at 4.12½c. The jobbing price is unchanged at 4½@4¾c, according to quantity. The London quotation is £11 17s 6d.

Manufactured lead is steady: Lead pipe, 6¾c; sheet, 8c; tin pipe, 50c; tin-lined pipe, 12½c; old lead in exchange, 3.80@4c; tea lead, 3¼@3½c.

SPELTER.

Spelter is steady: Round lots, New York, 5.10@5.20c for spot and 5.05@5.20c for futures; jobbing 5⅜@5½c.

ZINC.

Sheet zinc, cask lots, 6⅜c; small lots, 7⅜c; St. Louis is quiet at 7⅜c; London, £22 7s 6d.

ANTIMONY.

Antimony, round lots, New York, Cookson's, 7c; Hallet's, 7c; United States, 5.95@6c; Italian, French and Japanese, 5.95@6c.

ALUMINUM.

Aluminum, No. 1 ingot, 33c per lb.; No. 2, 31c.

Current Hardware and Metal Prices.

THE AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing western hardware and metal prices corrected weekly.

METALS.

FIRST QUALITY BRIGHT PLATES.

			Per Box.
IC	14x14		$10 25
IC	14x20		6 75
IX	14x20		8 00
IXX	14x20		9 20
IXXX	14x20		11 60
IXXXX	14x20		13 85
IC	20x28		13 50
IX	20x28		16 00
IXX	20x28		18 40
IXXX	20x28		20 80
IXXXX	20x28		23 20

COKE PLATES.

Cokes, 180 lbs	IC	20x28	8 50
Cokes, 200 lbs	IC	20x28	8 80
Cokes, 216 lbs	IC	20x28	9 10
Cokes, 216 lbs	IX	20x28	11 10

PIG IRON.

Lake Sup. Charcoal	$15 00
Local Coke Fdy No. 1	14 00
Local Coke Fdy No. 2	13 50
Local Coke Fdy No. 3	13 00
Local Scotch Fdy No. 1	15 00@ 15 50
Ohio Strong Softeners, No. 1	14 50@ 15 00
Southern Silvery	14 85@ 15 85
Southern Coke No. 1	13 65
Southern Coke No. 2	13 15
Southern Coke No. 3	12 90
Southern Coke No. 4	12 65
Southern No. 1 Soft	13 65
Southern No. 2 Soft	13 15
Alabama Car Wheel	18 85@ 19 35
Malleable Bessemer	14 00
Jackson Co. Silvery	17 80@ 18 30

BLACK SHEET STEEL.

No. 16	per 100 lbs.	$2 40
No. 18-20	per 100 lbs.	2 45
No. 22-24	per 100 lbs.	2 50
No. 25-26	per 100 lbs.	2 55
No. 27	per 100 lbs.	2 60
No. 28	per 100 lbs.	2 70
No. 29	per 100 lbs.	2 90

POLISHED SHEET STEEL.

No. 24 per 100 lbs	$4.85
No. 26 " "	4.95
No. 27 " "	5.05
No. 28 " "	5.15

SMOOTH STEEL.

Wood's Smooth	No. 15-17	2 85
" "	No. 18	2 95
" "	No. 20	2 80
" "	No. 22-24	2 90
" "	No. 25-26	3 00
" "	No. 27	3 10
" "	No. 28	3 20

PATENT PLANISHED SHEET STEEL.

Patent Planished Sheet Steel.
"A" $10 20, "B" $9 20

GALVANIZED IRON

No. 16 (regular sizes) per 100 lbs.	$2 80
Nos. 18 & 20, per 100 lbs	2 95
Nos. 22 & 24, per 100 lbs	3 10
No. 26, per 100 lbs	3 30
No. 27, per 100 lbs	3 50
No. 28, per 100 lbs	3 70
No. 30, per 100 lbs	4 60
Nos. 22 & 24 x 36 in., per 100 lbs	3 30
No. 26 x 36 in., per 100 lbs	3 50
No. 27 x 36 in., per 100 lbs	3 70
No. 28 x 36 in., per 100 lbs	3 90

SOLDER.

XXX Guaranteed ½&½, per lb.	20¼c
Commercial ½&½, per lb.	19 c
No. 1 Plumbers	17¾c

SHEET ZINC.

600 lb. Casks	base, per cwt.	$6.35
300 lb. Casks	per cwt.	6.55
Sheets	per cwt.	6.60

COPPER.

Copper, base, 21c

TIN PIGS AND BARS.

Banca, pigs, per lb	35@35½c
Straits pigs, per lb	35c
Straits in bars, per lb	37c

LEAD.

American Pig	$4 60@4 62½c
Bar	6¼
National (White) brands (in less than 100 lb. lots) per lb	7¼
Sheet.	
Full coils, per 100 lbs.	$6.50
Cut " " "	6.75

HARDWARE.

ADZES.

Carpenters'.	
Ajax	35&10%
Blood's	40&10%
Hunt's	35%
White's	12½%
Coopers'.	
Barton's	30%
White's	15%
Ship.	
Ajax	33⅓%
Blood's	37½%
Hunt's	25%
White's	12½%

AMMUNITION.

Caps, Percussion—per 1,000.	
F L Waterproof, 1-10s	40c
G D	35c
Eley's	52c
Cartridges.	
Peters Rim Fire Ctgs	50&3%
Peters Cent Fire, Pistol & Rifle	25&3%
Peters Cent Fire, Military and Sporting Ctgs	15&2%
Peters Blank Ctgs, except 22 and 32, an additional 10% from above discount.	
Peters Blank Ctgs. 22 cal.	$1 18
Peters Blank Ctgs. 32 cal., C. F.	4 40
Peters B B Caps, Round ball	$1 44
Peters B B Caps, Conical ball	$1 55
Winchester Cent. Fire, Military and Sporting Ctgs	15&2%
U. M. C. B B Caps, Con. Ball	$1 85 net
U. M. C. Rim Fire Shot Ctgs.	50&15&3%
U. M. C. Cent. " " "	25&15&3%
Primers.	
Berdan Primers	$1 00
Peters Primers	1 20
Winchester Primers	1 20
Shells.	
Peters Empty Paper Shells, 10 and 12 gauge. League	25&2%
Peters Empty Paper Shells, 16 gauge. League	20&2%
Peters New Victor Nitro Shls	20&2%
Ideal	25&7%
Peters Loaded Shells. League and Referee Semi-Smokeless	40&1%
Peters New Victor Loaded Shells with King's Smokeless	40&6%
Ideals Loaded with King's Smokeless	40&10&10&1%
Winchester Blue Rivals	40&1%
Winchester Yellow Rivals	40&1%
Winchester Repeater	20&2%
Winchester Leader	40&6%
U. M. C. Loaded Shells, Black Powder	40&1% full cases
Winchester Loaded Shells, Black Powder	40&1% full cases
Gun Wads—per 1,000.	
Peters Gun Wads	18%
U. M. C. Gun Wads	18%

Powder.			Each
King's Smokeless, kegs			$11 30
" "	½ kegs		5 80
" "	¼ kegs		2 97
" "	1-lb. cans		51
" "	1-lb. " rifle		70
Dupont's	"	50-lb. drum	22 45
"	"	25-lb. kegs	11 30
"	"	12½-lb. kegs	5 80
"	"	6¼-lb. kegs	2 97
"	"	1-lb. cans	51

Shot.	
Dropshot, sizes smaller than B, 25-lb. bags, per bag	$1 60
Drop shot, B and larger sizes, 25-lb. bags, per bag	1 85
Buck Shot, 25-lb. bags, per bag	1 85
Chilled Shot, 25-lb. bags, per bag	1 85

ANCHORS.

Expansion Screw Anchors, 10%

ANVILS.

Trenton, 70 to 80 lbs	9½c per lb
Trenton, 81 to 150 lbs	9c per lb

AUGERS.

Boring Machine	60&10&5%
Irwin's	40&10%
Carpenters' Nut	60&10&5%
Hollow: Ives' New Pattern	25%
Bonney's—list $30.00	75&5%
Stearn's, No. 1 dos.	$42 00
Stearn's, No. 3 "	32 50
Post Hole.	
Dalbey, 8-inch per doz.	$ 5 75
Digwell, 8-inch "	13 00
Howe's, 6 and 8-inch "	11 00
Iwan's Improved	40 & 5%
Vaughan's, 4 to 9-inch per doz.	6 50
Rafting.	
Snell's	50&5%
Ship.	
Ford's, with or without screw	40-5%
Snell's, " " "	40-5%

AWLS.

Brad, handled per doz.	$0 28	
shouldered, ass'd, 1 to 4 per gr.	95	
patent, ass't'd, 1 to 4 "	90	
Harness, common "	1 10	
patent "	90	
Peg, shouldered "	95	
patent "	40	
Scratch, No. 2, handled "	4 40	
No. 1, socket handled per doz.	1 15	
No. 20 Hurwood "	2 00	
Sewing, common per gr.	90	
patent "	90	

AXES.

Boys', Handled:	
Camp Fire, 3-lb., per doz	$6 00
" " 4-lb., freighters', per doz	7 85
Cast Steel, good grade, pr. dz.	5 80
Pioneer, per doz	7 00
Broad:	
Peerless	40&5%
Red Warrior, per doz	$27 00
Firemen's, per doz	1 50
Handled:	
Gladstone, 3 to 4 lbs, per doz.	$11 25
Hunt's " " "	9 50
Lippincott's " " "	9 50
Pioneer " " "	10 25
U. S. A. " " "	12 50
Valley Forge " " "	9 50
Maricopa " " "	8 25
Single Bitted (without handles)	
Gladstone, per doz 3 to 4 lbs	$8 50
Hubbard's cone. " "	7 00
Hunt's " "	7 00
Lippincott's " "	7 00
Mann's " "	7 00
Pioneer " "	7 50
U. S. A. " "	9 00
Valley Forge " "	7 00
Second Quality " "	7 00
Maricopa " "	6 25
Double Bitted (without handles):	
Lippincott's to 4 lbs per doz	$9 00
Mann's " " "	9 00
Pioneer " " "	9 50
U. S. A. " " "	11 25
Valley Forge " " "	9 00

The above prices on axes of 3 to 4 lbs. are the base prices.
3½ to 4½ lbs. advance 25c.
4 to 5 lbs. advance 50c.
4½ to 5½ lb. advance 75c.

BALANCES, SPRING.

Frary's	50%
Pelouze	20%

BAGS, PAPER NAIL.

Pounds.. 3 5 10 16 20 25
Per 1,000 $1 60 1 85 2 30 3 40 3 90 4 75

BARS, CROW.

Pinch or Wedge Point, cwt. $3 95

BASKETS.

Clothes.	
Small Willow per doz.	$6 00
Medium " " "	6 75
Large " " "	7 75
Galvanized Iron— ⅛ Bu 1 Bu 1½ Bu	
Per Doz $4 00 5 50 7 00	

BEAMS—SCALE.

P. S. & W. Co. 40%

BEATERS.

Carpet, Rattan per doz	$2 40
Raymond's Steel Wire, " "	80
Woven Wire, No. 4 " "	1 10
Egg.	
Dover Pattern per doz.	$0 70
Genuine Dover "	0 90
Mammoth Dover "	1 75
Lightning "	0 84
Lyon's (standard size) "	1 75
Whip, French "	1 35
Spiral "	0 40
Spoon "	0 40
Surprise per gross	1 45

BELLOWS.

Blacksmiths'	70&5%
Hand, 8 in. per doz.	$ 6 85
10 in. "	8 40
Molders', 12 in. per doz.	13 00

BELLS.

Call.	
2¾ in. nickeled bell per doz.	$1 35
2¾ in. " brass bell "	3 60
3 in. " " " "	7 50
3 in. " silver alloy bell, per doz.	16 50
4½ in. " brass bell and base per doz	14 50
Cow.	
Ordinary Goods	70&5%
High Grade	60&10%
Jersey	70&10%
Door.	
Bigelow Automatic per doz.	$3 50
Rotary.	
3 in. bronzed iron bell "	5 25
3 in. nickeled " " "	7 50
3½ in. " " " "	9 00
Hand.	
Hand Bells, Polished	60@60&10%
White Metal	50%
Nickel Plated	40%
Swiss	60&5%
Silver Chime	33⅓%
Miscellaneous.	
Church and School, Steel Alloy, 50, 10 & 5%	
Farm, lbs. 40 50 75 100	
Each. $1 10 $1 30 $1 85 $2 65	

BEVELS—TEE.

Stanley's, rosewood handle, new list	40&5%
Stanley's Iron handle	40&5%

BIBBS—See Cocks

BINDING—OIL CLOTH.

Zinc	75, & 10%
Brass	75%
Brass Plated	75 & 10%

BITS.

Auger.	
Extra Double Spur	70&10%
Ford's Car and Machine	40&10%
Ford's	40&5%
Ford's Ship	40&5%
Irwin	45%
New Jenning's	50, 10&10%
Russell Jenning's	35&10%
Clark's Expansive	50, 10&5%
Steer's " Small, new list	$22.00
Irwin Car	45%
Snell's Car	60&5%
" Ship	40&5%
Ford's " Auger Pattern Bar	40&5%
Center	40&10%
Countersink—	
Wheeler's per doz.	$1 30
American Snail Head "	0 70
" Rose "	0 80
" Flat "	0 70
Buck Bros'. Flat "	2 60
German "	0 70
Dowel, New Jennings	40&10%
Gimlet—	
Standard Double Cut	50&5@50&10%
German Pattern per doz.	$0 48
Gouge "	0 80
Spoon "	0 80
Countersink "	1 20
Reamer—	
Buck Bros.' ½ Round. "	2 75
" " Square "	3 50
Standard ½ Round "	0 75
" " Square "	0 75
German Octagon "	0 75
Screw Driver—	
Round Shank "	0 45
" " extra quality "	1 40
Square Shank "	1 10

BLACKING—STOVE. (See Polish.)

BLADES—SAW.

Butchers'—	
Standard ¾ & 1¼in	60&5%
Clock Spring	60&5%
Star	30%
Hack—	
Disston's	25&5%
Griffin's	25&5%
Star	30%
Wood—	
Jackson's per doz.	$3 25
Disston's—No. 6, 16, 26 & 045, $4 20; No. 11, $6.30.	
W. M. & Co.'s No. 20 per doz.	$5 50

BLOCKS.

Snatch—	
Wooden	55&10%
Steel	40&10%
Tackle—	
Wooden	70&5%
Steel	50, 10&5%

BOARDS.

Stove	40%
Wash—	
Anchor per doz.	$1 60
Globe "	2 10
Banner "	2 60
Crystal "	3 15
Brass King "	3 15
Nickel Plate "	3 15
Enamel King "	3 15

BOBS—PLUMB

Carpenters', 8½ oz. iron pr dz.	$0 65
1½ lb. " " "	1 60
2¾ lb. " " "	1 80
13 oz. lead "	2 00
6½ oz. brass "	3 30
Mason's 3 lb. lead "	4 00

BOLTS.

Carriage, Machine, Etc.	
Carriage, ⅝x6 and sizes smaller and shorter	75%
Carriage, sizes larger and longer than ⅝x6	70@10%
Machine, ⅝x4 and sizes smaller and shorter	75&5%
Machine, sizes larger and longer than ⅝x4	75%
Elevator	50-10&5%
Plow	60&5%
Stove	50%
Tire	72½&5%
Wagon Box Strap	70&10%
Mortise Door—	
Gem	50-10&5%
Ives'	50&10%
Barrel—	
Cast	50%
Wrought	50&5%
" Bronzed	75&5%
Flush, Wrought, B. K.	40&5%
Spring—	
Wrought	75&10%
" Brass	75&10%
Square—	
Cast	40%
Wrought	60-10&10%
Tire	72&½%

BORERS.

Angular, Miller's Falls, per doz	$12 75
Pump, Common Ring with Handle—	
Irwin 1½ 1¾ 2	
Per " $5 00 6 50 8 1	

BORERS—CONTINUED.

Enterprise Mfg. Co., No. 1 List $1.50; No. 2, $2.00 each....25-10&5%

BOXES.

Nail, No..... 5 10 20
Per doz.....$2 65 10 50 13 00
Wire—
New Langdon.....15&5%
Olmsted's 15%
Stanley's.....30%
Seavey's.....per doz 8 00
Twine, Nos... 20 30 25 121
Per doz $1 50

BRACES.

Common Ball.....$1 35@1 45
Barbers' Pattern .....50&10%
Fray's Gen. Spofford's.....50&10%
" No. 66 to 146.....50&10&7½%
P. S. & W. Co.'s Peck's Adjustable.....50-10&5%

BRACKETS.

Hay-Rack, Wenzelmann's No. 1, $12.60; No. 2, $13.20 per doz.
Shelf—
Cast Iron, Japanned.....50, 10, 10%
Stanley's Wrought Steel.....
..... 70-10&2½%
Wire.....75-10&5%

BROILERS.

Wire .....70&10%
Crown, Self-Basting, No.80..doz. $2 90

BUCKETS.

Pump Rubber—
Wychoff.....per gr. $4 75
Cooper..... " 5 50
Champion ..... " 7 50
Victor ..... " 9 50
Star..... " 5 00
IXL..... " 6 75
Well—
Galv'd Qts..... 10 12 14
Per doz $2 75 3 00 3 25
Wooden, top ea., plain, per doz 3 60
" " swivel " 4 85
" side-strap, plain " 3 70
" " swivel " 5 00

BUCKS, SAW.

Folding .....per doz $2 10

BURS, RIVETING.

Copper Burs Only.....35-10&5%
Tinners' Iron Burs Only.....70%

BUTTS.

Cast-Iron.....65&10%
Wrought Brass.....20%
Wrought Steel Bright—
Nos. 800, 804, 808, 810, 814 and 834
..... 75&10%
Nos. 838, 840 and 842 .....75-10&10%
Nos. 828 and 828.....80-20&10%
Wrought Steel, Japanned—
Nos. 731 and 737.....70&10&10%

CALIPERS.

Double .....40&10%
Inside and Outside.....40&10%
Wing.....40&5%

CALKS.

Logger's Boot,(Lufkin R. Co's.)
.....per M $3 65
Fox.
Shoenberger.....per lb. 5c
Bessemer ..... " 5½c
American ..... " 7½c
Swedes..... " 8¾c

CANS.

Cheese Factory Can Stock—
Gallons.... 15 20 30 40
Per set....$3 40 $3 45 $3 70 $4 90
Milk
Elgin Pattern,
Nos..... .808, 810, 88.
Gal. 8 10 8
per doz....$21.50 $24.50 $23.10
New Elgin Pattern,
Nos. 105 108 110
Gal. each, 5 8 10
Per doz., $16.75 $18.50 $19.85
Iowa Pattern.
Nos. 608 610
Gal. 8 10
Per doz $20.50 $21.50
New York Pattern,
Nos. 908, 910,
Gal. each, 8 10
Per doz. $25.15 $26.95
Oil and Gasoline—
1 Gal. glass, Daisy....per doz. $1 95
1 " cushioned " 3 15
Star, gals..... 1 2 3
Per doz..... $1 35 $2 30 $3 15
Per doz.
Sterling Tilting....5 gallon... $8 00
"High C" Pump...5 " ... 12 00
Eureka Pump.....5 " ... 9 25
Wood Jacket.....50-10&10%

CAPS—GUN.

See Ammunition.

CARRIERS.

Hay—
Myers' Imperial.....each $3 50
" Clover Leaf..... " 3 50

CARTRIDGES.

See Ammunition.

CASTERS.

Acme—Ball Bearing.....35%
Bed.....60, 10&5%
Common Plate—
Brass wheel.....60&10%
Iron and porcelain wheel.60, 10&5%
Philadelphia Plate.....70&5%
Martin's.....40-10&5%
Payson's.....70&10%
Tucker's—Wood &Iron wheel..25&5%
" Rubber wheel.....15%

CATCHERS—GRASS

Lieder's No. 1..... ...per doz. $6 25
Eureka..... ..... " 4 25
deal No. 4..... 50

CHAIN AND CHAINS.

Breast Chains—
Doubleslack.....doz. pairs $5 75
With Covert snaps " 5 00
" slide..... " 3 25
Without slide..... " 3 85
Bright Ox Chains—
5-16in. $5 65; ⅜ in. $5 40 per 100 lbs.
Cable Coil Chain—
Inch.... .... 3-16 ¼ 5-16 ⅜
Per 100 lbs....$6 75 $6 15 $5 00 $4 25
Inch ..... 7-16 ½ ⅝ ¾
Per 100 lbs....$4 05 $3 90 $3 80 $3 70
Inch ..... ⅞ 1 1¼
Per 100lbs.... $3 60 $3 60 $3 60
Cable Log Chain—Advance 35c per 100 lbs. on Cable Coil.
Cow Tie Chains—
American 2 toggle.....50&5%
" toggle and snap...50&5%
" open and closed ring.....50&5%
Halter Chains—
American, new list.....33⅓%
German.....60-10&5%
Niagara, new list.....40&5
Triumph " 30%
Picture Chains—
Light Brass, 2 ft.....per doz. 63c
Heavy " 3 " ..... " 75c
Pump Chain—Galvanized per 100 lbs..... $4 75
Safety Chain—Brass.....60&10%
Special Steel Loading Chain—
Inch ¼ 9-32 5-16
Per 100 lbs.....$16 00 $13 50 $12 50
Stretcher Chains—
5-16 in., $8.50—⅜ in., $7.75 per 100 lbs.
Tie-Out Chains—Browns.....70&10%
Trace Chains—Western Standard—
6½— 6-2..... .....per pair 27c
6½— 8-2..... " 31c
6½— 8-3..... " 30c
6½—10-2..... " 35c
7 — 8-2..... " 35c
7 —10-2..... " 39c
7 —10-1..... " 44c
7 —10-0..... " 55c
Add 2c per pair for Hooks.
" 2c " for Twist Link
Wagon Stay Chains—
Inch ¼ 5-16 ⅜
Per 100 lbs. $5.50 $6.00 $5.10

CHALK-CARPENTERS'.

Blue.....per gross 58c
Red..... " 48c
White..... " 38c
Common White Sch'l
Crayon. ..... " 5½c

CHARCOAL.

In barrels .....per bu. 21c

CHECKS-DOOR.

Blount 30%
Blum-Jap'd, $6.25; Brzd., doz... $7.00
Columbia.....50, 10&5%

CHIMNEY TOPS.

Iwan's Volcano.....50%

CHISELS.

Box—
Inches..... 10 12 14
Round....per doz. $2.10 $2.25 $2.75
Flat.....per doz. 2.55 3.60 4.20
Cold—
Good quality.....per lb. 12@ 20c
U.S.A.,extra quality..per lb. 28c
Socket, Framing and Firmer—
Barton's..... 20%
P. S. & W. Co's..... 70%
For beveled back, add..per doz..... 60c
Tanged, Firmer—
P. S. & W. Co's.....35&5%
With Handles add... per doz. 60c
Choppers, Enterprise Meat—
No. 12..... $2 75
No. 22..... 4 50

CHUCKS-DRILL.

Standard Tool Co.'s 40%
Goodell's, for Goodell's Screw Drivers.....per doz. $6.25
Yankee, for Yankee Screw Drivers..... 5.00

CHURNS.

Anti-Bent Wood, Gal.. 5 7 10
Each $3.90 4.15 4.40
Belle, Barrel.....70&5%
Common Dash, Gal.... 4 5 6
Per doz..... $7.75 8 50 10 50
Hero.....70%
Union, Gal..... 5 7 10
Each $3.65 3.90 4.75

CLAMPS

Adjustable—Martin's 40%
Carpenters'—Steel Bar..... 30%
Carriage Makers'—P. S. & W. Co.'s.....40, 10&5%
Hose—
Sherman's, brass, ¾ in., ...per doz. 38c
Double, brass, ¾ in...per doz. 65c
Saw Filers—
Disston's list, $30.00..... 30%
Stearn's, No. 0, $3.50, No. 1, $11.50, No. 3, $5.50 doz.
Wentworth's..... 40%

CLAWS-TACK.

Cast, wood hdle...per doz., 45@ 60c
Forged steel, wood handle .....per doz. 80c
Solid Steel.....per doz. $1.60
Giant.....per doz. .60

CLEANERS.

Drain—
Iwan's Adjustable.....50%
Iwan's Stationary.....40%
Pot—Wire.....per doz. $0.45
Side-Walk—Steel.....per doz. 3.15
XLCR.....65&5%

CLEAVERS.

Family—Ajax, In..... 6 7 8
Per doz $5.50 5.75 6.25

CLEVISES.

Malleable.....per lb. 3½c

CLIPPERS.

Bolt..... $1.90@4.75

CLIPS.

Axle.....65&5%
Damper—
Standard .....per doz. $0.70
Troy ..... " .38
Hame..... " .20

CLOTH.

Emery—
Ajax.....50&10%
B. & A.....50%
Hardware Wire—full rolls (100 ft.)
2 to 8 mesh black, per 100 sq. ft. $1.85
9 to 12 " " " " 2.15
2 to 8 " galv, " " 2.70
7 and 8 " " " " 2.25
An extra charge is made for 50 ft. lengths, and a still further advance for smaller pieces.
Screen Wire—
12 mesh, painted, per 100 sq. ft. $1.30
14 " " " " 1.85

COCKS AND FAUCETS.

Compression Plain Bibbs..60-10-2½%
Lever Bibb Cocks 70%
Compression Hose Bibbs.....60-10%
Telegraph Faucets (new list)...50-5%
Racking Cocks (new list) 70-5%
Compression Lock C'ks(new list)70-5%
No. 65 Brass Liquor Cocks, doz. $9.15
Andrew's Brass Faucets 70%
Angle Plug Faucets, per doz....$0.85
Milk Can Faucets, per doz., $2 60-4.20
Petroleum Faucets (new list)....70%

COFFEE MILLS.

Enter. Mfg. Co., list Jan 17, '93...35%
Parker's.....50%
Arcade.....60&10%

COLLARS—STOVE PIPE.

Inches	5	6	7
Plain Tin....per gr.	$2.50	$2.80	$3.75
Japanned Tin, "	3.90	4.20	5.40
Lacquered Brass"	3.30	3.60	4.80

COMBS—CURRY.

Nos.	000	00	221	330	417	416
Per doz.	$0.32	.80	1.00	.95	.80	1.00
Nos.	531	533	530	535	545	390
Per doz.	$0.96	1.20	1.10	1.65	1.40	1.30

COMPASSES.

Carpenter's..... 70%
Pencil—Faber's.....per doz. $1.00

COPPER—SEE METALS.

COPPERS.

Soldering—1 to 3 lb..... per lb. 25@29c
3 lb. and larger..... " 23c

CORD.

Picture—White Wire—List October 1900.....60&10%
Sash—
Baltic Braided Flax...per lb. 20 c
Silver Lake, white 7-32 in.., 29 c
" " " 8-32 in.., 29 c

CORKSCREWS.

Humason & Beckley.....33⅓%
Walker's.....33⅓%
Williamson's Regular.....50%
Williamson's Forged Worm.....50%

COTTERS—SPRING.

All sizes—new list..... 85&20%

COUPLINGS—HOSE.

Brass .....per doz. $1.00
Brass Plated..... " 85

COVERS, WAGON—SEE TENTS.

CRADLES—GRAIN.

Morgan's Grapevine...per doz. $22 25

CRAYONS—SEE CHALK.

CROW BARS.

Pinch or Wedge Point, per 100 lbs $3 40

CUTTERS.

Meat—
Enterprise Nos. 5, 10, 12, 22, 32, and 42..... .....25%
No. 100, list, $18.00.....40&10%
Nos. 2 and 4.....35%
Ideal.....per doz. $9.75
Universal....No. 1 2 3
Per doz.....$10.75 $12.00 $18.00
Pipe-Stanwoods No. 1 2 3
Each.....$ .85 1.50 4.00
Slaw and Crout—
3-knife Crout.....per doz. $9.75
1 " Slaw..... " 1.65
2 " " ..... " 2.25
Washer..... " 7.75

DAMPERS—STOVE PIPE.

Standard.....50&10%
American.....40&10%

DIES—STOCKS AND

Discount.....40&10%

DIGGERS.

Post Hole—
Acme.....per doz. $8.75
Atlas.....per doz. 7.75
Eagle .....per doz. 6 50
Eureka .....per doz. 6.25
Hercules.....per doz. 9.75
Iwan's Split Handle..per doz. $8.00
Iwan's Perfection....per doz. 8.00
Ryan's .....per doz. 17.00

DIGGERS—POST HOLE.

Atlas..... .....per doz. $8.50
Eagle..... " 6.25
Eureka..... " 6.50
Hercules ..... " 10.25
Ryan's..... " 17.00
See also Augers—Post Hole.

DOORS—SCREEN.

⅞ in. 4 panel painted per doz. $ 6.85
1⅛ " " " " 7.50
1⅛ in. 3 panel natural pine, fancy.....per doz.. 11.50

DOOR HANGERS—BARN.

Single Flange, D. B. Rail, ...per 100 ft. 1 60
Novelty Check Back, ... 3 in 4 in 5 in 6 in
Per doz. pairs. $2.60 $3.90 $4.95 $6.25

DRILLS.

Bit Stock .....60%&65&5%
Blacksmith's Twist.....60%
Breast—
Common.....each, $2.25
Millers' Falls..... " 2.10
Hand—
Goodell's Automatic—per doz.
No. 01 No. 03 No. 3 No 20
$7.75 $12.50 $14.25 $11.00
Goodell's Single Gear per doz. $16.00
Millers' Falls " " " 12.50
" " Double " " 15.00
Reciprocating—
Goodells'.....per doz. $17 00
Bit Stock.
Standard List....60&5%@60%@10%

DRIVERS—SCREW.

Hurwood .....40&10%
Standard.....65&10%
Ajax.....70&5%
Champion.....50%
" Pattern.....75&5%
Clark's Interchangeable.. .... 33⅓%
Edison.....60%
Reed's Lightning.....50%
Goodell's Spiral.....50&10&5%
Yankee Ratchet.....50%
" " Spiral.....50&10&5%

ELBOWS.

Conductor.....60%
Adjustable Stove—In. 5 6 7
Smooth....per doz. $0.95 0.95 1.40
Plan'd ..... " 2.10 2.35 3.00
Corrugated Stove—In. 5 6 7
Smooth.....per doz. $0.95 .95 1.40
Pol'd..... " 1.70 1.75 2.60
Plan'd..... " 2.60 2.65 3.50
Four-Piece Stove—In. 5 6 7
Smooth.....per doz. $0.57 .60 .92
Pol'd..... " 1.00 1.05 1.50
Plan'd..... " 1.50 1.70 2.60

EMERY—TURKISH.

Size .....5-lb. pkgs. ½ kegs, kegs
No. 60 to 150, 25 lb. 6½c 4¾c 4½c
Flour..... " 5½c 3¾c 3½c

ENAMEL—IRON.

English, ½-pt. cans...per doz. $1.50
Nubian, " " ... " 1.80
O. V. B., " " ... " 1.25
Peerless 1 50

EXTRACTORS—PIG.

See Forceps, Pig.

EYES.

Bright Wire Screw—See Goods, B. W.
Drifting Pick .....60&10%
Hooks and—
Brass.....60&5%
Iron .....65&10%

FASTENERS, STORM SASH.

Moore's.....per doz. $0 80
Schroeder's..... " 1 50
Sensible..... " 1 10

FASTENERS, BLIND.

Zimmerman's.....Net

FAUCETS—See Cocks.

FILES AND RASPS

Black Diamond.....70&10%
Disston's .....75&10%

FILTERS.

Improved Natural Stone. $9 50@13 50
Subject to large discounts.

FORCEPS—PIG

Barber's.....per do $7 25
Superior..... 4 75
Whisson's Imp.... .... 6 00

FORKS

Barley—
Steel.....60&20%
Wood, 4 tines, $5.50; 6 tines, $6.50 doz
Coal 40%
Coke 40%
Cottonseed 40%
Hay—
Diamond, 2 tine.....50, 10&5%
" 3 " .....60&5%
" 4 " .....60½&10%
Golden Eagle, 3 tine .....60½&10%
" " 4 " .....60&5%
Digging..... .....60&10%
Scoop.....35%

FORKS—CONTINUED.

Header—
Diamond, 2 tine.....67½&10&5%
" 3 " 65%
" 4 " 65%
Golden Eagle, 4 tine.....15&10&5%
Manure—
Diamond.....60, 15&2½%
Golden Eagle.....65%&10%
Ore.....40%
Spading—
Diamond.....70&2½%
Golden Eagle.....70&2½%

Jack Saw— FRAMES
Crown.....per doz., $ 6 25
Miller's Falls..... " 10 00
Star..... " 2 85

FREEZERS—ICE CREAM
Arctic—Qts... 1 2 3 4 6
Each.....$1 10 1 30 1 50 1 80 2 30
Qts..... 8 10 12 15
Each.....$2 95 3 80 4 50 5 20
White Mountain—
20 qt.—New platform, each...$19.10
25 qt.— " " " ...22.60
35 qt. Sampson Power " ...42.00
40 qt. " " " ...57.00

GAUGES.
Butt and Rabbet.
Stanley R. & L. Co.'s ..20&10&2½%
Cream Pail, Fairmont, per doz..$3 75
Marking, Mortise, etc.....
.....50&10%@50&10&5%
Saw—Atkin's sgle. 55c, dbl. 80c pr doz.
Wire.
Disston's.....25%
P. S. & W. Co.'s.....20%

GIMLETS.
Discount.....40@40&10%

GLASS—WINDOW.
First three brackets..... 90&10%
Above " " 90%

GLASSES—LEVEL.
Stanley R. & L. Co.....50&5%

Bulk. GLUE
B Amber.....per lb 9¾c
A White.....per lb 12½c
H. S. Amber.....per lb 17 c
Liquid.
Eagle.....40 %
LePage's—
List "A".....37½%
List "B".....33⅓%
List "C".....25 %

GOODS.
Bright Wire.....90&5%

GREASE, AXLE.
Wood Boxes.
Diamond.....per gr. $5.00
Frazer's..... 9.25
Hub Lightning..... 5.25
Paragon..... 6.75
Wood Pails.
Frazer's, 15 lb. 75c, 25 lb. $1.20 each.
Hub Lightning, 15 lb. 53c, 25 lb. 68c each.
Pin Cans
Chamelleine Graphite.
1 lb. per gross.....$ 9 50
3 lb. per gross..... 25 00
5 lb. per gross..... 37 00

GRIDDLES
Soapstone.....40&10%

GRINDSTONES
Family—In..... 7 8 9
Per doz.....$8 25 9 00 10 50
Loose.
Per ton.....$20 00@$21 00
Mounted—
Ball Bearing..... 1 2 3
Each.....$3 40 3 25 3 15
Common Bearing.. 1 2 3
Each.....$2 90 2 70 2 55

HAFTS—AWL
Brad—Common.....per doz., $0.18
Peg—
Common..... " 21
Patent, plain top..... " 46
" leather top .. " 52
Sewing—
Common..... " 21
Patent..... " 53

HALTERS
Jute Rope.....per dc $0 80
Sisal Rope..... " 1 95
Web..... " 2 10
Leather, rope tie..... " 6 25
" leather tie... " 8 25

HAMMERS—HANDLED
Blacksmiths' Hand
Maydole's.....40&10%
Engineers'—
Maydole's.....40&10%
Farriers'.
Maydole's.....35&5%
Machinists'.
Maydole's.....40&10%
Nail.
Ajax.....per doz $5 75
Calumet..... " 3 40
Cast.....per doz $1 10@$1 50
Maydole's.....30&27½%
Vulcan.....35&5%
Riveting.
Maydole's.....35&5%
Shoe.
Cast.....per doz 75c
Tack.
All Iron.....per doz $0 35
Pol'd Iron, Hickory hdl " 0 52
Mall. Iron, Inlaid..... " 1 50
Magnetic 1 2 3
Per doz..... 70c 80c 95c
Magazine.....per doz $4 75

HAMMERS—HEAVY.
Heavy Hammers and Sledges.
Under 5 lbs.....70&10%
5 lbs. and over.....75&5%
Masons'—
Single & Double Face.....70&10%

Auger. HANDLES.
Common Ass'd.....per doz $0 36
Peck's Adjustable.... " 2 10
Roger's " .... " 4 15
Ives' " ....per set 1 25
Axe.....40%
Chisel.
Hickory, Tanged Firmer, Assorted, 24c; Large, 26c per doz.
Hickory, Socket Firmer, Assorted, 18c; Large, 21c per doz.
Applewood, Tanged Firmer, Assorted, 27c; large, 36c per doz.
Applewood Socket, Firmer, Assorted.....per doz 24c
Coal Pick.....40%
Drifting Pick.....40%
File, assorted 13c, large 16c per doz.
Hammer.
Adze Eye.....per doz 42c
Blacksmiths'.....per doz 45c@65c
Machinists'..... " 39c@58c
Hatchet.....per doz 42c
Hay and Manure Fork.....40&10%
Hoe and Rake.....40&5%
Saw, Plain 73c, Varnished 68c per dz.
Screw Driver, Assorted 42c, Large 48c per doz.
Shovel and Spade.....40%

Barn Door—HANGERS
Cronk's Automobile Loose Axle.....60%
Cronk's Automobile Roller Bearing.....60&20%
Cronk's Loose Axle Endless Run.....60&10%
Cronk's Roller Bearing.....70&5%
King.....per doz. prs., 5 75
Monarch.....60&10%
"Never Jump" Hinge.....50&10%
Peerless, Loose Axle.....60&10%
Perfection, Roller Bearing..70&5%
Phœnix, Roller Bearing....70&5%
Prouty No. 315, per doz. prs., $5 44
Rival..... " 3 90
Superb..... " 6 25
Safety Flexible " " 5 44
Wagner's Adjustable.....70@10%
Warehouse.....60%
Conductor Pipe—
Iwan's Perfection.....50%
Parlor Door—
Acme.....per set $3 75
Ives' Improved..... " 2 50
Lane's Standard..... " 3 50
" New Model.... " 2 80
Prouty..... " 3 00
Richards'.....40-10&5%
Eave Trough—
Baker's.....per gr., $2 35
Imperial.....35%
Wire.....35%

HASPS.
Hinge, Wrought.....70-10-10&10%
With Staples—See Staples.

HATCHETS.
Ajax.....40%
Blood's.....40%
Cast Claw.....per doz $1 20@$1 45
Cast Shingling.... " $0 95 @ $1.20
Duffy's Barrel.....per doz 17 50
Germantown.....35%
Hammond's.....35%
Roger's Ideal.....per doz $5 75
Underhill's Star Lath.....40%
U. S. A.....35%

HAY RACK BRACKETS.
Wenzlemann's No. 1, per doz...$12 50
" No. 2, " ... 13 20

Blind. HINGES.
Clark's Gravity, per doz sets....80c
Parker's.....65%
Shepherd's Noiseless, for Wood casing.....doz. $1 05

Gate.
Clark's, 1 2 3
Hgs & Ltchs, dz.. $2 25 $2 60 $3 60
Hinges Only, " .. 1 70 1 90
Latches Only, " .. 0 70 0 75
Knuckle.....per doz prs $6 00
Leed's..... " sets 6 75
Superior..... " prs 9 25
Spring.
American.....35%
Bommer Bros Ball Bg Floor ...35%
Bommer Bros Spring Hinges .40%
Chicago.....35&5%
Clover Leaf.....per gro 80
Columbia Dbl. Acting....40&10&5%
Gem.....35%
Ideal Detachable,....per gro $12 00
New Idea..... " 9 60
Oxford.....30%
Wrought Iron.
Light Strap Hinges .80-5-10-10%10%
Heavy Strap H'g's80-20-10-10-10&10%
Light T Hinges...75-10-5-10-10&10%
Heavy T Hinges ..75-5-10-10&10%
Extra Heavy T H'g's80-20-10-10&10%
Cor. Heavy Strap80-20-10-10 10&10%
Cor. Ex. Heavy T ..80-20-10-10&10%
Screw Hook and Strap.
6 to 12in.....per 100 lbs. $3.50
14 to 20in..... " " 3 75
22 to 36in..... " 3 00
Screw Hook and Eye.
⅝in..... per 100 lbs. $6.25
⅞in..... " " 7.25
½in..... " 9.00

HOES.
Garden.....70&10%
Grub:
Ajax.....60%
Extra.....65&10%
Hazel.....per doz $5 75
Ladies' and Boys'.....70&12½%
Mortar.....70, 10&10%
Planter's Eye.....62½%
Weed.....66⅔, 10&10%

And Eyes. HOOKS.
Brass.....50&10&5%
Iron.....65&10%
Awning.....per gro $1 80
Belt
Brown's.....70&5%
Jones'.....65&5%
Bench—See Stops, Bench.
Box, In. 6 8 10 12
Doz.. $1 25 $1 60 $1 70 $2 2
Humason & Beckley's...pr dz $2 4
(See Goods, Bright Wire.)
Bush
Common Axe Handle .....per doz $7 00@$8 5
Hamilton Pattern.....per doz $7 2
Chain—In. ¼&5-16 ⅜ 7-16 ½
Per 100 $7 50-7 75 $9 50 $11 25 $12 0
Clothes Line.
Japanned.....per doz 21c@22c
Galvanized..... " 35c
Coat and Hat.
Cast Iron.....per gro 73c@$1 0
Gem Wire.....70&10%
Conductor.
Malleable.....50&10%@50&10&5%
Wrought.....40&10%@50%
Corn.
Common, unpolished, per doz. $1 4
" polished... " 1 8
"Cut Easy,".....per doz. 2 75
Clyde's,..... " 3 00
Gate.—See Goods, Bright Wire.
Grass.
Common, Nos. 2 3 1
Per doz..... $1 75 $1 80 $1 90
German.....per doz 1 0
Little Giant..... " 3 10
Wood's..... " 1 30
Hammock.
With Plate..... " 31c
With Screw..... " 31c
Lambrequin or Drapery...per gro 21c
Picture.....50%@50&10%
Potato and Manure.....60&15%
Screw, Brass.....60&20%
(See Goods, Bright Wire.)
Seat Spring.....per lb 5½c

HOOPS—TUB.
Ever Ready..... per case $1 65

HOSE—GARDEN.
3 ply ¾ in. 35 lb. pressure per ft..5½c
3 " ¾ " 50 " " " ..7½c
3 " ⅞ " 60 " " " ..7 c
3 " ¾ " 60 " " " ..8½c
4 " ⅞ " 80 " " " ..8½c
4 " ¾ " 80 " " " ..10 c
6 " ¾ " 125 " " " .11½c
8 " ¾ " 150 " " " ..21 c
Cotton ¾ in. 75 lb. pressure per.. c
" ¾ " 150 " " " .9c

Boss. HUSKERS.
Nos. E A B P
Dz. $1 85 $2 00 $1 95 Gr. $5 90 $5 20
Nos. 2000 3000 4000 O OX
Gr. $3 10 $6 75 Dz. $1 15 $2 20 $1 65
Brinkerhoff's.....per gr 14 50
Harrington.....per gr 4 20
Ideal—Nos. 102 101 100
Per doz..... $1 35 $2 50 $2 75
Johnson's.....per gro 7 75

IRON.
See Metals—First column.

IRONS.
Curling.
Common.....per doz 32c@48c
Princess.....per doz $0 60
Yale..... " 0 84
Oxford..... " 1 10
Ruby..... " 1 50
Tourist, Folding..... " 0 90
Pinking..... " 0 60
Plane.
Wood Bench.....20&5%
Stanley R. & L. Co. (new list)35&5%
Sad.
Charcoal.....per doz $10 75
Common, Polished, per 100 lbs 3 50
" Nickel Plated, " 4 75
Chinese Polishing.....per doz 7 60
Laundry, No. 1, $5 75; No. 2, $5 25 per doz.
Mrs. Pott's.
No. 50 J, Enterprise...per set 79c
No. 55 J, " " " 76c
No. 50 T, " " " 83c
No. 55 T, " " " 79c
No. 50, Howells'..... " 73c
No. 55, " " " 69c
Tailors' Sad.....per lb 4½c
" Geese..... " 4¼c
Tuyere.
Single Duck Nest.....per doz $5 25
Double " " ..... " 6 25
Sutton.....each 3 60

JACKS.
Locomotive.....75&5%
Wagon.
Meeker's.....per doz $1 25
Miller's No. 2..... " 7
Winner..... " 7

KETTLES.
Brass.....30%
Caldron.....50%
Copper.....per lb 27½c
Muslin.....66⅔%
Sugar.....50&5%

KNIVES.
Beet Topping.
Clyde 9-in. Scimiter Blade.dz $2 65
" 10¾ in. Straight " .dz 3 15
California.....dz 3 40
Cooper's Hoop.....lb 9
Corn.
Ajax..... " $2 10
Drawing.
Standard.....70%
Adjustable.....30%
Barton's Carpenters'.....10%
" Folding Handle....35&5%
Hay.
American, Sickle Edge...doz $10 25
Canton, Sickle Edge..... " 3 25
Heath's..... " 3 25
Iwan's Sickle Edge..... 10 00
Lightn'g, Holt's Genuine " 6 50
Lightning Pattern..... " 5 75
Wadsworth's Sp'r Point. " 5 75
Hedge.
Ajax, Heavy, $5 75; E Heavy, $7 75 per doz.
Mincing.
Common, Single.....per doz 42c
" Double..... " 65c
Streeter, 4 Blade, $1 30; 6 Blade, $1 90 per doz.
Putty.
Common.....per doz 54c
Goodell's.....per doz $1 20@$1 50
Russell's..... " 1 75@ 2 25

KNOBS.
Door, Mineral.....per doz 0 70
Porcelain..... " 0 60
Jet..... " 0 50

LADDERS.
Common Long.....per ft 9c@14c
Extension.....per ft 12c
Step.
Common..... " 7c
" With Shelf, add 10c.
I X L.....per ft 17c
Miller's Household. per ft 13c@18c

LANTERNS.
Bull's Eye Police.
3-in Flash Light.....per doz $6 00
3¾-in Regular..... " 4 00
3-in Regular..... " 5 00
Tubular, Berger.....40&10&5%

LEADERS—CATTLE.
Nos. 1 2 3
Per doz.... $0 55 $0 70 $2 75

LEATHER—LACE.
Cut.....50&10%
Sides, Ex. Quality.....per sq ft 20c

LEATHERS—PUMP.
Valve and Plunger.....50%

LIFTERS.
Stove Cover.
Japanned.....per gro $2 75
Coppered..... " 3 60
Chilkoot..... " 4 50
Devore's..... " 5 50
Zero..... " 2 90
Transom, Payson's.....70&10%

LINES.
Chalk, Twisted in 20-ft hanks.
Nos. 15 14 13 12 11
Per doz.. 10c 12c 17c 22c 30c
Twisted in 50-ft balls.
Nos. 1 2 3 4
Per doz..... 24c 30c 35c 44c
Braided in 50-ft hanks.
Nos. 0 1 2
Per doz..... 22c 26c 32c
Masons', in 100-ft hanks...doz $1 00
Clothes.
60-ft Jute.....per doz 90 55
72-ft " ..... " 1 10
60-ft Sisal..... " 1 00
72-ft " ..... " 3 10
60-ft Cotton..... " 1 25
50-ft Braided Cotton..... 1 00

LINING—STOVE.
In Bricks.....per crate 42c

MACHINES.

Boring	Without Augers.	With Augers
Ajax .....per doz	$5 25	$6 75
Angular... "	3 25	5 00
Boss ..... "	4 50	5 00
Upright... "	3 90	4 00

Leather Riveting.
Chicago, Pomeroy ....per doz $9 75
Excelsior..... " 3 50
Handy..... " 2 10
Little Giant..... " 3 10
Pony, Pomeroy..... " 3 00
Washing.
Boss. 1 2 5 8
Per doz.. $57 00 $63 00 $69 00 $80 00
Globe, No. 1.....per doz $52 00
O K Rotary..... " 55 50
Round Wayne..... " 26 50
U. S. Steel..... " 60 00

MALLETS.
Carpenters'.

Fibre Head, Small.	Med.	Large
Per doz..... $5 00	$5 75	$6 75

Round Hickory.....per doz $1 75
" Lignumvitæ.... " 2 75
Square Hickory..... " 1 75
" Lignumvitæ.. " 2 25
Tinners'.
Applewood..... " 60
Hickory..... " 85
Hickory Sheet Iron. " 1 00

Door. MATS.
National Rigid ..... 50, 10&5%
Queen Flexible 50%

Stove.
Standrd Quality ..... per gross $3 75
Best " (Pure) " 4 75
Wire Covered Asbestos, Ex. Heavy ..... per doz 1 00

MATTOCKS.
Ajax ..... 65&10%
Extra 60%

MAULS.
Iron, lbs. 10 13 16 18 21
Per doz. $3 15 $3 85 $4 45 4 75 $5 25
Wood face, lbs. 10 11 13
Per doz $4 75 $5 00 $5 25

Wood Choppers'.
Lake Super'r & Oregon Pat. 70&10%

MEASURES.
¼ pk 1 pk ¼ bu
Galvanized .. per dz $3 65
Japanned .. " $1 40 2 10 $2 60

Babbitt. METAL.
Alm ..... per lb 8¾c
Best ..... " 23c
Common, No. 4 ..... " 6½c
Copper Mixed ..... " 18½c
Magnolia Metal ..... " 19c
Tony ..... " 10¼c
See Metals—In first column.

MICA.
First Quality ..... 35& 10%
Second Quality 50%

MILLS—COFFEE.
Enterprise ..... 25&5%
National 30%
Parker ..... 50&10%@60%

MOPS.
Bris ..... per doz $3 15
Handled Cotton.
Lbs. ¾ 1 1¼ 3
Per doz .. $3 00 $3 35 $3 65 $3 25

MOWERS—LAWN.
Ball-Bearing.
In. 15 17 19 21
Each $7 50 $8 50 $9 50 $10 50
Champion.
In. 13 14 16 18 20
Ea. $2 50 $3 35 $3 35 $3 65 $3 75
Champion, High Chief.
In. 16 18 20
Each $4 00 $4 50 $5 00
Cheap Grades.
In. 13 14 16 18
Each $3 10 $3 10 $3 10 $3 20
Clipper ..... 50&10&10%
Girard, in. 14 16
Each $3 25 $3 50
Philadelphia.
All Styles Except A & E 60&10&10%
Style A ..... 50&10%
Style E, High Wheel .. 60,10,10&10%
Drevels 50%
All Day ..... Net Price

Horse Shoe. NAILS.
Ausable 50%
Capewell 10%
Perfect ..... 40&5%
Putnam 10-5%
Star 35%
Picture.
Brass Head ..... 40&10%
Judd's ..... 40&10%
Brads ..... 80&10&10%
Furniture 40%
Wire.
Small Lots $1.95
Carload " 1 90
Cement Coated 1 10

NETTING—POULTRY.
Galvanized Before Weaving .80&20
" After Weaving ... 80&15
Cut Pieces ..... 65&5%

NIPPERS.
End Cutting.
P. S. & W. Co. ..... 40&5%
Stubb's Pattern ..... 40&10&5%
Hoof.
Heller's ..... 40&5%
P. S. & W. Co. ..... 40&10%
V. & B 40-5%

Hose. NOZZLES.
Genuine Boston ..... per doz $3 15
Genuine Gem ..... " 3 15
Magic ..... " 3 40

NUTS—HOT PRESSED.
Square Blank.
In. ¼ ⅜ ½ ⅝ ¾ ⅞ 1
Lb. 9c 6c 4c 3½c 3¼c 3⅛c 3c
Square Tapped.
In. ¼ ⅜ ½ ⅝ ¾
Lb. 11¾ 7⅛ 5¼ 4⅛ 4¼
For 5 lb. boxes add ⅛c per lb. to above prices.

OILERS.
Chase Pattern.
Brass and Copper 25%
Zinc 60%
Engineers'.
Cannon 10%
Tin ..... per doz $2 00@$3 00
Machine.
Ajax ..... per doz $0 90
Copper Plated Steel ... " 1 50
Malleable Iron ..... 40&10&5%
Tin ..... per doz 55c@65c

OPENERS.
Box, in. 10 12 14
Flat ... per doz $2 85 $3 60 $4 15
Round .. " 2 10 2 25 2 75
Can.
Delmonico ..... per doz 1 50
Never Slip ..... " 0 65

Crate, V. & B ..... " 5 75

OUTFITS—COBBLING.
Combination ..... per doz $11 50
Economical ..... " 4 90
Family ..... " 10 00

PADLOCKS.
Standard Wrought ..... 70&10&5%
Champion 50%
Eureka ..... 40&10&5%
Yale ..... 60&5%

Cream. PAILS.
14-qt., Without Ga .... per doz $2 75
20-qt., " " .... " 3 35
20-qt., With Gauge .... " 4 30
Sap, 10-qt., Galvanized, $1 60; 12-qt., Galvanized, $1 85 per doz.
Stock, Galvanized.
Quarts. 14 16 18 20
Per doz ... $3 75 $4 00 $4 65 $5 25
Water, Galvd, qts. 10 12 14
Per doz $1 50 $1 70 $2 00
Wood.
Cable, 2-Hoop, $1 90; 3-Hoop, $2 10 per doz.
Cedar, 3-Hoop, $2 85 per doz.
Standard, 2-Hoop, $1 65; 3-Hoop, $1 85 per doz.

PANS.
Dripping ..... 50&10&5%
Fry, Common ..... 60&10&5%
Acme ..... 66⅔&5%
Roasting.
Brownie ..... Each 30c@37c
L. & H ..... " 58c@80c
Building. PAPER.
Plain ..... per 100 lbs $1 15
Tarred ..... " 1 25
Tarred Felt ..... " 1 80
Diamond A, Red Rosin. pr roll 0 60
Leader, Red Rosin ..... " 0 45
Sand and Emery.
Ajax ..... 50&10%
B. & A ..... 50 & 5%
Wrapping.
Grecian Express ..... per lb 3⅜c
Rag ..... " 2⅜c
Apple. PARERS.
Bay State ..... per doz $12 75
Reading ..... " 6 50
Turntable ..... " 5 70
White Mountain ..... " 4 50
Potato.
Goodsell's Saratoga 10½in. dz. $6 50
" " 5 in. " 5 50

PICKS
Adze Eye Ore ..... 65&10%
Drifting and Poll Picks ..... 60&10%
Ajax Railroad 60%
Extra Railroad ..... 65&10%
Surface 65%

PINCHERS.
Carpenters', wrt. iron, pol. steel jaws 30%
Blacksmiths' 50%
P. S. & W. ..... 40&10&5%

Clothes. PINS.
Common ..... per gr .. $0 12
Hoyt's ..... " .. 30
U. S ..... " .. 70
Picket.
Fluted 15 in ..... per doz .. $0 70
" 21 in ..... " .. 1 60
Spiral ..... " .. 1 90

PIPE.
Conductor. Nested Not nested
Eastern, A ... 75&7½% 75&2½%
Eastern, B. 75&10&2½% 75&7½%
Central ..... 75&7½% 75%
Southwst'n .. 70-&7½% 70&2½%
Texas ..... 70&7½% 70&2½%
Mo. River ... 70&7½% 75%
Southern ..... 70&10% 70&5%
Lead.
Full coils ..... per lb ... 6
Cut " ..... " .. 6½
Stove.
Acme—In. 5 6 7
Smooth, per jt. 10½c 10½c 12½c
Planished, " .. 22c 23c 43 c
Peerless—Smooth .. 8½c 9c 11½c
Polished. 16c 18c 22 c
Planished 28c 31c 40 c
Made-up—In. 5 6 7
Smooth ..... 8½c 9c 12 c
7 to 6 in. Smooth Tapers, pr jt .. 14c
6 in. Smooth T's ..... " .. 30c
7 to 6 in. Planished Tapers 45c
Wrought Iron Gas Pipe.
⅛@¾-in., black ..... discount, 62½%
½ " ..... " 68%
¾-in. to 4-in, black ..... " 70&5%
4½ " 6 " .... " 70&5%
7 " 12 " .... " 65%
⅛@¾" galvanized " 50%
½ " " " 55%
¾ " to 4 " " 57½%
4½ " " 6 " " 57½%
7 " " 12 " " 52½%

PLANES.
Siegley Iron Bench ..... 50&10%
Corn, PLANTERS.
Monitor ..... per doz .. $7 75
Triumph ..... " .. 6 00
Potato
Acme ..... per doz .. $6 25
Challenge ..... " .. 10 75
Fencing.
Cronk's ..... per doz .. $9 25
Farmers' Choice ..... " .. 8 75
Russell's ..... " .. 8 65
Flat and Round Nose.
Bernard's 20%
German 50%
Lodi 40%
Paragon ..... 40&10%
P. S. & W. Co. 60%

Gas—In. 8 10 12
Per doz $3.10 $4.00 $4.90

PLIERS.
Button's—In. 4½ 6 8 10
Per doz $2.60 $2.10 $2.90 $5.2
Button' 'attern.
In. 4½ 6 8 10
Per doz .. $2.35 $2.50 $2.45 $4.4
Cutting.
Bernard's 30%
Cronk's Impr'vd Button Pliers. 75%
Cronk's Linemans No. 80 ..... 40%
Cronk's Stubbs Pattern ..... 50&10%
Cronk's No. 1 ..... 60&10%
Cronk's Staple Puller Pliers .. $9 00
Lodi ..... 40&10&5%
4 Tube, revolving ..... " .. 5 25
Tinners'.
Hollow .....
Solid ..... each .. 5½c

PLUMBS AND LEVELS.
Common ..... 75%@75&10%
Cook's 40%
Davis' Iron 30%
Davis' Inclinometer 30%
Stanley's
Nos. 00S 0S 2S 3S
Per doz .. $4.50 $5.20 $7.60 $8.65
Nos. 30 25 50 25
Per doz. $13.00 $17.50 $17.50 $12.25

POINTS.
Drive Well Points ..... 80&10%

POKERS—STOVE.
Wr't Iron, str't or bent, per doz. $0 50
Wr't Iron, wood hand'l's " 75
Nickel pl'td, coil hdl's. " 70

POKES—ANIMAL.
Brown's, wr't steel, per doz. $5 00@6 00

POLES—FISHING.
Bamboo
Ft. 12 14 16 18 20
Pr 100 .. $2.75 $3.40 $4.75 $6.00 $7.75

POLISH.
Metal.
Pride of the Bar ..... " .. 60
Putz Cream.
Pts. 1-6 ¼ ½
Per doz $0.84 $1.35 $1.80
Pts. 1 2 4 8
Per doz. $3.60 $6.00 $9.00 $18.00
White Silk, half pints, per doz. $2.00
White Silk, 6 oz. cans, per doz. 1.00
Wondershine
Pts. 1-6 ½ 1 2
Per doz ... $0.68 $1.20 $2.15 $3.00
Shoe.
M. D. C. ..... per doz .. 35c@50c
F. C. O ..... " 40c
T. M ..... " 50c@$1 25
Imperial ..... per gr $5 00
Stove.
Black Eagle, 1 lb cans, prgr .. $15 00
Black Silk—
5 lb. pail 70c
Paste, 5 oz. cans per doz $1.00
Paste, ½ lb. cans, per doz ... 1.00
Black and Japanned—
Liquid, ½ pint cans per doz. 1.00
Liquid, 6 oz. cans per doz 75c
Steel Range Gloss per doz ... 1.75
Blackene, 1 lb cans .... pr gr .. 13 00
Black Jack, ¾ lb cans. " .. 9 00
Dixon's Carb. of Iron. " .. 5 75
Nickel Plate ..... " .. 4 50

POPPERS, CORN.
Round or Square, 1 qt. per doz., 85@95c
Square, 1½ qt ..... per doz., $1 00
Square, 2 qt ..... per doz., 1 25
1 qt. reversible ..... per doz., 1 50

POTS—FIRE.
Bernz ..... each .. $3 85
Clayton & Lambert's, each, $4 75@6 25
Gate City ..... each .. 6 25
Gem ..... " .. 6 75

POWDER.
See Ammunition.

PRESSES—FRUIT AND JELLY.
Enterprise Manufacturing Co ... 25%
Henis ..... per doz. $2 10

PRUNERS.
Disston's Pole ..... per doz .. $7 50
Henry's Improved .. per doz .. 65&10%
Water's Improved. " 70, 10&5%

PULLERS.
Cork.
Daisy ..... each .. $3 40
Phoenix ..... " .. 1 60
Quick and Easy ..... " .. 2 90
Nail.
Giant ..... per doz .. $9 00@10 50
Giant Pattern. " .. 00
Tack—Giant .... " .. 60

PULLEYS.
Awning—Jap'd ..... 40&5% to 35&5%
Clothes Line ..... 20&10%
Hay Fork.
Iron Wheel, 5 in ..... per doz .. $1 85
Wood Wheel, 6 in ... " .. 1 80
Wood Wheel, 6 in ... pass knot ..... " .. 2 25
Hot House—Jap'd ..... 30&5%
Screw ..... " ..... 30&5%
Side ..... " ..... 30&5%
Sash.
Chicago ..... per doz .. $0 20
Clark's ..... " .. 42
Common Sense, 2 in .. " .. 26
" Pattern, 2 in .. " .. 20
Empire ..... " .. 24
Ideal ..... " .. 22

PUMPS
Pitcher Spout.
Nos. 1 2 3 4
Each ..... .90 $1.00 1.10 $1.40

PLATES—TIN.
See Metals in Column 1.

Spray.
Blizzard ..... per doz .. $14 25
Cyclone, tin ..... " .. 3 90
" copper ..... " .. 6 75
Daisy ..... " .. 3 75
Little Giant ..... each .. 2 40

PUNCHES.
Conductors', No. 22 .... per doz .. $2
Machine ..... per lb ..
Saddlers'.
Common ..... per doz .. 60c@70c
Good ..... " .. 72c@84c

PUTTY.
In Bladders.
Strictly pure ..... per 100 lbs. $2 25
Commercial ..... " " 2 10

RAIL.
Barn Door.
Light Wrought .. .. per ft. 3c
Safety ..... " 4½c
Single Flange ..... " 1¾c
Smith's Wro't Bracket—plain 3½c
Smith's Special 4½c
Smith's "Never Jump" 11c 50%
Smith's Plain Steel 30%
Smith's Milled Steel 4½c
Sliding Door.
Painted iron ..... per ft. 4½c
Bronzed wr't iron ..... " 5½c

RAKES.
Coal or Road ..... per doz. $6.50
Garden.
Cronk's Champion 70%
Cronk's Victor 75%
Steel, braced ..... 75&15%
Steel, bow 70%
Malleable iron, heavy 70%
Hay—Wood ..... per doz. $1 40@2 00
Lawn—Wood.
Common ..... per doz. $2 50
Automatic ..... " 6 00
New Lawn Queen .... " 3 60
Jumbo, 36 teeth ..... " 6 50

RASPS—See Files.

REGISTERS.
List July 1, 1903.
Black and White Japanned .70 to 75%
Nickel Plated ..... 70 to 75%
Electroplated, Brass, Bronze or Copper ..... 70&75%

RINGS
and Ringers—Hog.
Blair's Rings ..... per doz. 60c
Blair's Ringers ..... " 84c
Brown's Rings ..... " 65c
Brown's Ringers ..... " 90c
Champion Ringers ..... " 1 70
Hill's Ringers ..... " 65c
Hill's Rings, boxes ..... " 45c
Mazor Rings ..... " 80c
Perfect Rings ..... " 84c
Perfect Ringers ..... " 90c
Wolverine Rings ..... " 1 50
Wolverine Ringers .... " 70c
all.
Copper 2 in. 2½ in 3 in
Per Dozen $1 25 1 70
Rea's Impro'd Self Piercing copper, pr d'z $1 25 1 50 1 75
Steel, per doz $ .95 1 05
Nickel Plated 1 35
Fruit Jar—White ..... per lb. 30c
Key.
Split, round ..... per doz. 1
Split, square ..... " 22c
Ball, round ..... " 22c

RIVETS.
and Burrs.
Copper Belt ..... 50&10&5%
Coppered Iron 75%
Tinners' ..... 66⅔@10%
Hame ..... per lb.
Slotted Clinch ..... per doz. 40c@45c
Tubular—Nos. 1 and 2, assorted sizes ..... per doz. 45c

ROPE.
Per lb.
Manila, 7-16 inch diameter and larger rates 11½c
Steel, 7-16 in. and larger 8½c
Cotton.
¼, 5-16-in. Com on reels. per lb. 13½c
¼, 5-16-in Com in coils .. " 13c
¼, 5-16 Imperial in coils " 22c
Sewall & Day Sisal Rope, rates 10c

RULES.
Boxwood 50%
Ivory ..... 25&5%

SASH WEIGHTS.
Per ton, f.o.b. Chicago $20.00

SAWS.
Back.
Disston's ..... 25&7½%
Jackson's ..... 25&7½%
Butchers'—Disston's ..... 25&7½%
Circular.
Disston's 50%
Hiles' 50-10%
Compass.
Common ..... per doz. $1 25@1 50
Disston's ..... 25&7½%
Cross-Cut.
Atkin's 40%
Disston's ..... 40&10% &50%
Pocahontas Bit ..... per ft. 30c
Pocahontas, Blued ..... " 41c
Dehorning.
Atkins' ..... per doz. $5 25
Disston's ..... " 5 75
Hack.
Disston's 25½%
Keystone 25½%
Sterling Hack Saw Blades 25%
Sterling Hack Saw Frames 20%

SAWS—CONTINUED.

Hand and Rip.
Brown's .....30&7½%
Disston's No. 7.....30&7½%
Disston's Nos. 8, D8, 12, 76, 112, D100, and 120.....25&7½%
Gorham's Comb.....30&7½%
Keystone.....30&7½%
Sam Sickles', hand...per doz. $4 25
"I Will," hand..... " 5 75
"I Will," rip..... " 6 75
"U. S. A." hand..... " 12 25
"U. S. A." rip..... " 14 25
Keyhole—Disston's .....25&7½%
Kitchen
Sterling.....25%
One Man 50%
Panel.
Brown's .....30&7½%
Disston's No. 7.....30&7½%
Disston's D100.....25&2½%
"I Will" 40%
"U. S. A." .....40&10&5%
Pruning.
Avery's Duplex .....25&7½%
Brown's .....25&7½%
Disston's.....25&7½%
Wood.
Common.....per doz. $4 50
Handy ..... " 7 50
Happy Medium ..... " 7 00
Wood Sawyers' Delight " 8 25

SAW SETS.

Common Lever.....per doz. $ 1.20
Stillman's Lever.....per doz. 1.30
Leach's.....per doz. 5.00
Nash's.....per doz. 4.20
Monarch.....per doz. 6.50
Aikin's Pattern.....per doz. 2.50

SAW FRAMES.

Common, plain.....per doz. $1 20
" painted..... " 1 60
Counter. SCALES.
Fairbank's Standard.....20, 10&5%
Hatch's.....per doz. $21 50
Little Detective, 1 2 3
Each $2 00 2 25 2 10
No. 1 Tea .....per doz. 7 75
Union Platform.....each 2 40
Pelouze .....40&10%
Turnbull's Market.....50%
Platform.
Common, 600 800 1000
Each $8 20 8 75 9 50
Chicago Standard.....30 to 33⅓%
Fairbank's Standard.....40%
Osgood.....50%

SCOOPS.

Grain.
½ Bu. "Hercules," per doz..$13 75
1 " " " " ... 15 50

Box. SCRAPERS.
Stanley's Adjustable, per doz. $3 60
Triangular ..... " 2 50
Cabinet.
Ajax .....per doz. $2 25
Cast Steel ..... " 65c@75c
Stanley's No. 80..... " $8 40
Road.
Cubic ft. 7 5 3
Without runners, ea. $4.35 4.10 3.85
With runners.... " 4.60 4.35 4.10

Bench. SCREWS.
Iron..... 50&5%
Wood, white maple..per doz..$3 60
Hand--Wood.....30%
Hand Rail.....70&10%
Jack .....75&5%
Lag or Coach, ...80%
Saw—Centennial.
Nos. 1 2 3 4
Per doz..... 22c 25c 32c 36c
Wood.
F. H. Bright Steel ....87½, 10&10%
R. H. Blued Steel.....85&5%
F. H Jap'd Steel.....82½&5%
F. H. Brass .....85&5%
R. H. Brass .....80&5%
R. H. Nickel Plated.....75%

SCYTHES.

Clipper, grain.....per doz..$7 75
Dutchman, grass ..... " 5 25
Golden Clipper, grass. " 5 00
U. S. A., grass..... " 5 75
Nail. SETS.
Round, common.....per doz..$0 33
Square " ..... " 43
Octagon " ..... " 33
Square, Buck Bros.. " 1 25
Cup Point, knurled, pr doz.70c@90c
Steel.
Farmers'.....per doz..$1 45
Tinners'.....50&10%
Saw.
Aiken's Pattern.....per doz..$3 50
Common Lever. ..... " 1 20
Disston's Monarch... " 6 50
" X Cut..... " 11 75
German..... " 1 25
Morrill's Old Style... " 5 00
" Pattern.... " 4 50
Leach's..... " 4 80
Nash's Hand..... " 4 00
" X Cut..... " 5 50
Stillman's Lever..... " 1 20
" X Cut... " 2 50

SHARPENERS—SKATE.
Diamond.....per doz..$1 60

SHAVES—SPOKE.
Iron.....per doz..$1 25@$2 75
Wood..... " 2 75@ 4 75
Bailey's .....50&5%
Goodell's.....15%
Stanley's Universal.....30&5%

Pruning. SHEARS.
Buckeye, No. 1.....per doz..$6 75
" No. 2..... " 8 40
California Pat., 9 in.. " 4 25
" 10 in.. " 5 00
Draw Cut, No. 3..... " 14 75
" No. 4..... " 17 50
Henry's Pat. 0 01 14 012
Per doz...$1.90 $2.50 $3.15 $3.50
Star.....per doz..$4 75
Sheep--No. BBA.
6 in. 6½ in. 7 in.
Reg.Grip..$11.25 $11.50 $12.00
Nar.Grip.. 11.75 12.00 13.00doz.
Tinners'--See Snips.

SHEAVES—SLIDING DOOR.
In. 3 4 5
Common..Per set..$0.42 $0.48 $0.70
Hatfield's. " .. .75 1.00 1.60

SHELLERS--CORN.
Union .....per doz..$7 25

SHIELDS.
Expansion Bolt Shields.....50&10%

SHOT--See Ammunition.

SHOVELS AND SPADES.
Drain.
Iwan's Perfection.....50%
Railroad, Etc.
Gold Hibbard's.....per doz.. $9 25
C. H. Conovers's.... " .. 7 75
Beckwith's..... " .. 7 75
Hickory..... " .. 6 25
Greenleaf's ..... " .. 5 75
Columbus..... " .. 5 00
Ames' new list .....Discount 12½%
Coal.
No. 2 Ajax.....per doz..$5 25
No. 4 Golds..... " .. 6 25
Ames' new list.....Discount 12½%
Snow, per doz.....$1 65@$9 00

SIFTERS.
Hunter's Genuine..... per doz. $1.10
" Imitation..... " .90
Tin Rim, 16 mesh plain wirr 1.35
Wood " 16 mesh plain wire .80

Cast Iron. SINKS.
Painted..... 1 &5%
Enameled, White ..... 60-10&10%
Wrought Steel.
Painted, new list.....40-10&5%

SLEDGES--See Hammers.

SNAPS—HARNESS
Champion.....65%
German Pattern.....30&5%
Judd's Pattern.....60&10%@70%

SNATHS.
Double Ring, Bush....per doz..$6 75
Patent Loop " .... " .. 7 20
" " Grass.... " .. 8 50

SNIPS--TINNERS'.
Hernisch's.....40&5%
National .....40&5%
P. S. & W. Co.'s.....25&5%

SOLDER.
See Metals, Column 1

SPRINGS--DOOR.
Perfect. Nos. 1 2 3 4
Per doz..... 32c 38c 45c 48c
Reliance, Light $1.40, Heavy $2.20 doz.
Star..... " .90, " 1.30 "
Torrey's.....per doz..$1 25
Warner's— No. 11 No. 13
Per doz..... 70c $1 30

SQUARES
Steel and Iron 70%
(Add for Bluing, $2.50 per doz., net.)
Mitre--Stanley's No. 12 .....40%
Try.
Stanley's No. 20, new list...30&10%
" Nos. 12 and 14.....40%
Try and Bevel--Stanley's.....40&5%
Try and Miter.
Fox's.....per doz..$7 25
Winterbottom's 50%

SQUEEZERS--LEMON.
Common Wood.....per doz..$0 70
Porcelain Lined, wood. " .. 1 30
Boss, tinned iron ..... " .. 82
Pearl, nickel plated... " .. 1 30
Star " " ..... " .. 1 60
Little Giant, tin'd iron " .. 4 25
King..... " .. 3 50
Drum ..... " .. 4 75

STAPLES.
Blind—Barbed .....per lb. 9½@10c
Butter Tub..... " 8@8½c
Fence, less than carload.
Polished .....per 100 lb. $2 10
Galvanized ..... " 3 40
Netting—Galvanized.....per keg 3 60
Wrought.
Wrought Staples, Hasps and Staples, Hasps, Hooks and Staples, and Hooks and Staples ..... 35-10&5%
Extra heavy .....75&10%

STEELYARDS.
Discount 25%

Axe. STONES.
Hindostan .....per lb. 5½@7c
More Grit..... " 9½c
Washita ..... " 18½c
Emery .....60%@60&5%
Oil—Unmounted.
Arkansas Hard .....per lb. $2 00
Arkansas Soft ..... " 1 15
Hindostan ..... " 6½@6¾
Oil.—Unmounted.
Lily White..... per lb 42c
Queer Creek..... " 14½c
Ouachita..... " 36c
Washita..... " 25c
Sythe—Black Diamond.per gro. $7 75
Clear Grit ..... " 4 25
Gem Corundum..... " 7 50
Green Mountain..... " 4 20
La Mollie..... " 7 00
White Mountain.....per gro. 6 50
Willoughby Lake .... " 6 25
Red End ..... " 3 15

STOPS—BENCH.
Hotchkiss'.....per doz. $3 60

STOPPERS—FLUE.
Common .....per doz. 42c
Crown..... " 48c
Gem, flat, painted..... " 72c
Gem, cor'd, decorated.... " 68c
Kirch's ..... " $1 20
Peerless ..... " 72c
Skinner's Common Sense " 95c

STRAPS.
Scoop .....per doz. prs. $1 80
Skate..... " " 60@70c

Carpet. STRETCHERS.
Bullard's .....per doz. $2 90
Excelsior ..... " 6 00
Malleable Iron..... " 70
Perfection ..... " 6 00
King ..... " 4 50
Wire.
N. S. Elwood's .....per doz. $5 75
O. S. Elwood's..... " 6 00
Little Giant ..... " 5 50
Star Lever..... " 6 25
Star Tackle Block.... " 9 25
Warner's ..... " 6 25

SWIVELS.
Malleable Iron .....per lb. 5½c
Wrought Steel.....per gro. $4 50

TACKS.
American Cut.....90&5%
American Wire.....85&25&10%
Bill Posters Cut ....90&40%
Blued Carpet.....90&15%
Tinned Carpet.....90&15%
Gimp .....90&30&10%
Upholsters' Cut .....90&40&5%
Upholsters' Wire .....90&25%
Double Pointed .....90&30%
Copper .....per lb 27c
Canvas Nails.....75&5%
Clout Nails.....75&10&5%
Hungarian Nails.....80&5%

TAPES--MEASURING.
Asses' Skin .....40&10%
Bend Leather.....25%
Patent Leather.....25%
Lufkin's Steel.....30%
Lufkins Metallic 30%

THERMOMETERS.
Tin Case.....per doz., 95c@$1 25
Wood Back..... " $1 75@ 9 00
Glass ..... " 15 50

Bale. TIES.
Single Loop..... 80%
All other kinds.....70%
Cow--See "Chains."

TOOLS—SAW.
Atkin's Dexter.....per doz. $4 25
Atkin's Excelsior..... " 6 25
Disston's Universal 40%
Simond's Crescent....per doz. $14 00

Game. TRAPS.
Newhouse.....50%
New Victor 75-10%
Mole—Reddicks .....per doz. $5 75
Mouse and Rat.
Wood Choker.....per hole 11c
Tin Choker ..... " 9c
Delusion.....per doz. 85c
Imitation Sight, Rat .. " 80c
Marty Rat..... " $6 75
Marty Rat, Imitation.. " 3 75
Marty Mouse..... " 3 15
Marty Mouse, Imitation " 3 10
French Automatic..... each $3 60
Fly.
Balloon.....per doz. $1 10
Harper's..... " 1 25

Brick. TROWELS.
Standard.....30%
Brade's.....10&7½%
Disston's.....30%
Rose's.....25%
Plasterers'.
Standard 23½%
Disston's.....30%
W. & McP.....25%

TRUCKS.
Bags.....each $1 70
Handy..... " 1 50
Warehouse.....60&5%
No. 1 2 3
Half Ironed.....$2.60 $3.40 $5.00
Full Ironed..... 3.90 5.75 6.75

TUBS-WASH.
No. 3 2 1 Ex. large
Standard, per doz. $5.25 6.25 7.25 9.75
Dovel .... " 5.60 6.60 7.50 10.00
Cedar .... " 6.50 7.50 8.25
Indurated. " 7.20 7.95 9.45 11.70
Galvanized. No. 1 2 3
Per doz $4.75 5.25 6.00

TWINE. per lb.
3-ply Cotton Wrapping.....21c
4 " " " 21c
4 " Cotton Extra Wrapping 27c
4 " " " Hvy. Wrap'g.26c
4 " " Wrapping on tubes.23c
3 " " " " cones.23c
4 " " " " " 22c
India Hemp, ¼-lb. balls.....18c
" " ½-lb. " 17c
" " ¼-lb. " ...doz., 65c
2-ply " ¼-lb. " 11½c
3 " " ½-lb. " 11½c
Jute Wrapping, ½-lb. balls.....11½c
Jute Wool, 1-lb. balls..... 6c
Seine. Nos. 6 9 12 15 +
Soft, per lb. .25 .24 .23½ .22
Med. " " .24 .23½ .22
Hard " " .27 .25½ .24½
Staging, ¼-lb. ball, size 21.....23c
" ¼-lb. ball, " 24.....23c
" ¼-lb. ball, " 27.....23c
Bagging, ¼-lb. ball..... .....22c
3-ply "B" in hanks.....19c
4 " "B" " " 19c
3 " "A" " " 20c
3 " Silver Finish, in hanks....20c
Fodder or Lath.
130-strand..... 8c
200-strand..... 8½c

VISES.
Bonney's.....30%
Cheney's 30%
Parker's Oval Slide.....
.....50, 10, 2½% @ 50, 10, 5, 2½%
Parker's Parallel.....15@20%
Parker's Victor.....10%
Parker's Combination.....50&10%
Solid Box..... .....60&5%
Adam's Mechanics'.....each $2 65
Williamson Universal..... ..20%

WARE,
Cast-Iron Hollow.
Ground ..... 40, 10&2½%
Unground.....50, 10&2½%
Extra Finished..... .40&10%
White Enameled.....,50, 10&5%
Muslin Kettles.....65%
Enameled.
Cherry Blossom 33⅓%

WASHERS.
Standard O. G. cast iron, per lb..2½c
Wrought iron in bulk per lb.:
In. ¼ ⅜ ½ ⅝ ¾ ⅞ 1
7½c 5½c 4c 3½c 3½c 3½c 3½c
Wrought steel in 5 lb. boxes, per lb.:
In. ¼ ⅜ ½ ⅝ ¾ ⅞ 1
8½c 6½c 5c 4½c 4½c 4½c 4½c

WEDGES.
Ax.....per doz....30c
Galling .....per lb..10½c
Saw..... " .. 8½c

Calf. WEANERS.
Fuller's. per doz.....$2 00 to $2 50
Tyler's Safety, per dz 1 85 to 2 40
Carroll's, per doz..... 2 50 to 3 25
Standard, per doz.... 2 75
Hoosier, per doz..... 3 10 and 4 15

WEIGHTS.
Hitching.....per lb..2½c
Sash--F.O.B. Chicago..pr ton..$20.00

WHEEL BARROWS.
Common Railroad....per doz..$16 00
Heavy " .... " .. 19 50
Railroad, ball bearing " .. 19 00
Santiago Steel Tray.. " .. 26 50
No. 04 Steel Dirt ... " .. 47 00
No. 04½ " " ... " .. 50 00

WHEELS.
Corundum.....70&10&5
Emery.....75&5%
Well. In. 8 10 12 14
Per doz.... $1.90 $2.20 $3.00 $5.50

WIRE.
Barbed. Painted. Galv'd.
Carloads...pr 100 lbs..$2.05 $2.35
Less than car " .. 2.10 2.40
Brass.
In coils.....20%
In 1 lb. spools, new list.....50&10%
Broom--Tinned.....60&10&10&10%
Cable—Same price as Barbed Wire.
Copper.
In coils.....20&10%@23½%
In 1 lb. spools, new list.....50&10%
Fence--Smooth.
Nos. 6 to 9, Annealed, pr 100 lbs. $1.80
Nos. 6 to 9, Galv'd... " 2.10
Hair--New list..... .....50&10%
Market.
Bright, full bdles.....70&10%
Bright, broken bdles.....70%
Coppered, full bdles.....70%
Coppered, broken bdles ....65&10%
Tinned, full bdles..... .....70&5%
Tinned, broken bdles.....65&10%
Picture.—In coils.....80%@80&10%
In 5 lb. spools .....per lb..26c
Plain—Small lots.....$2.00
Car lots..... 1.95
Small spools 5c per hundred higher

WRENCHES.
Acme Standard.....60%
Alligator .....65&5%
Always Ready.....40&10&5%
Bemis & Call.....40%
Coe's Standard..... .40&10%
Girard's Agricultural..... 75&10%
P. S. & W. Co.'s Agricultural 75&10%
" " Knife H'dle..50&5%
Wescott's "S" 33⅓%
Malleable "S" .....per lb. 05½c
Malleable.....per lb. 05½c
Stillson Pipe.....60&5%
Trimo " 60%

Clothes. WRINGERS.
No. 22 Guarantee.....pr doz.$28 50
No. 110, Guarantee.... " 29 50
No. 110, Brighton..... " 21 50
No. 22, Pioneer..... " 24 50
No. 2, Superb..... " 19 50
No. 730, Easy..... " 26 00
No. D 110, Domestic... " 25 50
No. E 360, Empress... " 28 50
No. 122, Bicycle Ball-bearing..... " 31 50
No. 122, Swan..... " 27 50

Wants and Sales:

For yearly subscribers to THE AMERICAN ARTISAN will be inserted under this head advertisements of six lines WITHOUT CHARGE for employers wishing to secure employes, persons seeking situations, parties desiring to purchase a business, businesses for sale, partners wanted, to exchange, etc. Those who respond to these announcements will please mention that they read the advertisement in THE AMERICAN ARTISAN.

BUSINESS CHANCES.

PATENTS

HUBERT E. PECK, 623 F St., N. W., Washington, D. C. Consulting Expert in Patent Causes. U. S. and Foreign Patents. Send for leaflet on "Rejected Patent Applications." Honest work but no "Something for Nothing" offers.

For Sale—$8,000 to $10,000 stock of hardware, farm implements, etc., in one of Iowa's best small towns. Doing $35,000 to $40,000 business annually; will take some improved land on this stock. Address "Hardware," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 14

Am looking for sheet metal specialties to manufacture. What have you? Address "Box U. R.," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 14

For Sale—At a bargain, one No. 7 Jarecki power and pipe threading machine; cut up to 2 in. Also one Fairbanks gasoline engine with pumping jack, size one and a half horse power. This engine and machine are practically new and we would like to sell them or trade for a larger engine and machine. The Great Bend Hdw. & Impl't Co., Great Bend, Kans. 13

For Sale—An established hardware business of twelve years' standing, together with store property and residence in one of the best small towns in Minnesota; ill health necessitating change of climate cause for selling. Address A. W. Ferrin, Rushmore, Minn. 13

For Sale—Clean stock of hardware, stoves, tinware, jewelry and a few buggies, tin shop in connection; will invoice $10,000.00. Stock can be reduced. Located in the east and central part of the best farming district in the state, town of about 3,000. One other hardware stock. We are doing a good business, but wish to retire from the hardware business. This is your chance. Address Ullery & Jones, Gibson City, Ill. 12

For Sale—A clean stock of hardware located in eastern Wisconsin; or will take good tinner as partner. Address "Partner," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 12

For Sale—In Kansas oil and gas town, a complete tin shop, tools in first-class condition; brake brand new. F. Kimmel, Parsons, Kans. 12

For Sale—My entire stock of hardware at Rankin, Ill. Must sell on account of poor health; nice clean stock; will invoice about $4,000; good location; new brick building only $20.00 a month rent; a bargain if taken soon. Only one other in town. M. V. Briclay, Hoopeston, Ill. 12

Wanted—By a practical tinner, a $3,000 to $4,000 stock of hardware in a town of 2,000 or more population; or will take one-half interest in business. Iowa preferred. Address "Business," care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 11

TINNERS' TOOLS.

For Sale—A No. 1 Peck, Stow & Wilcox improved beading machine used only one year; good as new. For particulars write Columbia Hardware Co., Columbus, Ohio. 14

For Sale—Set of tinner's tools at 50 per cent off list; used only three years, as good as new. E. A. Rawson, Kalona, Iowa. 13

Wanted—To buy second-hand groover; 30 in. Colwell Bros., Syracuse, Ind. 11

HELP WANTED.

Wanted—A few good salesmen to sell a well established roofing specialty as a side line on commission. Address "Roofing Specialty," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 14

Wanted—A tinner, one to do inside and outside work; one who can clerk in store; must be a sober, reliable man. W. H. Baker, Benton Harbor, Mich. 14

Wanted—For Montana, a first-class tinner; wages $3.50 per day of nine hours. Steady job and better wages if a man can make himself worth it. Address "Montana," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 14

Wanted—Tinner, one who can do all kinds of work in job shop and can work from draft; use cornice brake. Must be first-class mechanic, strictly sober and a hustler; no other need apply; steady place year round. Highland House Furnishing Co., Highland, Ill. 13

Wanted—Young experienced hardware clerk; one able to repair bicycles and put up stoves; must be a hustler. Address "Box L.," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 13

Wanted—A good all around tinner to run tin shop on shares; a fine chance for a good reliable man; very little money required as shop is complete. Address "Box L.," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 13

Tinner Wanted—A young man that has some experience wishing to learn the trade. George J. Kruse, Marseilles, Ill. 13

Wanted—A bright young retail hardware salesman. Also a tinner for furnace work. Address Lock Box 423, Bloomington, Ill. 13

Wanted—Partners that can invest some money; 8 per cent preferred stock; permanent salaried positions; one to take charge of office and one to take charge of manufacturing departments; competent men with limited capital preferred; model plant; every advantage for manufacturing and disposing of output; faultless climate; pure water; model city. Address "Stove Works," Anniston, Ala. 13

Wanted—At once, two first-class furnace men; also two tinners for outside work; the best of wages and steady work. McGuire Bros., Rockford, Ill. 12

Wanted—Experienced hardware clerk; state experience and wages wanted; how soon can you come? Give references. Address "Clerk," care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 12

Wanted—Salesman to carry as a side line and sell to dealers only a very useful and labor saving article that is sure to be sold in every household. It is something new; nothing ever designed before to do the same work. You have no competition. Jackson Mfg. Co., Jackson, Mich. 12

Wanted—At once, a good industrious all around tinner. A steady job to the right man. In answering state wages wanted, experience, nationality and age. Address S. A. Johnson & Co., St. Charles, Minn. 12

Wanted at Once—One first-class tinner for inside and outside work; will pay good wages and have a good position to offer; steady work year around E. B. Shenck Hardware Co., Mt. Vernon, Ind. 12

Wanted—First-class tinner and plumber; good wages. Address C. A. Johnson, Escanaba, Mich. 12

Wanted—Tinner, permanent position for right party. Pinkerton-Kellogg Co., Lakota, N. D. 11

Wanted—Tinner, one who can do all kinds of work in job shop and can draft and use cornice brake and do hot air heating. Must be first-class mechanic, strictly sober and a hustler; no other need apply; steady place year round. Married man preferred. Lieber & Campbell, Hartford City, Ind. 11

Wanted—A good steady all around tinner that can do all kind of shop work and hot air furnace work; steady work the year around for the right man. None but sober and industrious men need apply. H. A. Griffin, Table Grove, Ill. 11

Help Wanted—Tinner, good on outside work and slate roofing; $3.00 per day wages; single young man under 35 years preferred. Schledt Bros., Zanesville, Ohio. 11

SITUATIONS WANTED.

Situation wanted by a good hardware salesman; have been salesman in store last fourteen years; speak both English and German; am tinner by trade and will help in shop at busy times; am 34 years old; want a place with a good firm where I can have a permanent place; have been with last employer nine years. State wages. Address "Situation," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 14

Situation Wanted—By young, energetic hardware man of eight years' experience, position as manager or active partner in established hardware business. Best of references. Address Box 41, Bee, Nebr. 14

Situation wanted by a man of 11 years' experience in hardware trade, a position as salesman on the road or in store. Can give first-class references. Address "Salesman," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 14

Position Wanted—By a young tinner of 10 years' experience; can speak German; am sober, honest and can do in and outside furnace work and clerk. References furnished. Address "J. S.," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 14

Situation Wanted—As traveling salesman in Wisconsin by practical hardware man who has been proprietor of hardware store for eight years. Also had some experience on the road. Can give best of references and bond if necessary. Address "Wisconsin," care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 12

Wanted at Once—A position as tinner or hardware clerk, or both; 17 years' experience at tin and furnace work and in store; state best wages and house rent. No bad habits. Address H. A. Lee, Baraboo, Wis. 12

Position Wanted—By a young man as traveling salesman for some hardware or some house handling hardware supplies of any kind; references as to ability, honesty, etc., can be given by hardware merchants. Address "J. S." care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 12

Situation Wanted—By a good hardware salesman; has been salesman in store last 14 years; speak both German and English; want a permanent place with a good firm; have been with last firm 9 years; state wages. Address "Salesman," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 12

Wanted—Position in the hardware store to learn tinning; first-class references; languages, German and English; 21 years old. Address Otto E. D. Hohenstein, Balaton, Lyon Co., Minn. 11

SPECIAL NOTICES.

WANTED

Experienced stove salesman who can command trade in Western and Northern Illinois. CULTER & PROCTOR STOVE CO., Peoria, Ill. 4t.14

WANTED

To correspond with manufacturers of tin ware and tin cans. Address, "P. T. W." care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 14

WANTED

For 1905, experienced stove salesmen. Only those with road experience will be considered. With application state age and experience and send references.

DETROIT STOVE WORKS,
14 2921 LaSalle St., Chicago.

SPECIAL NOTICES.

SALESMAN WANTED

To sell "Sterling" Stove Polish, "The Polish of Quality," to dealers. Good commission, easy seller. Our men are clearing $100 a month. So can you. Address Sterling Stove Polish Co., Sterling, Ill. 4t-14

For Sale.

Well equipped newspaper and job printing office in thriving Nebraska town. Subscription list large and growing. Good paying job business. Presses, gasolene engine, type, etc., mostly new Good reasons for selling. Price $1750.00. Particulars on request. J. T. Parker, St. Paul Nebraska.

CLOSING OUT

Large line of repairs and high shelves of the Born Steel Range Co., Cleveland, Ohio, at jobbers first cost. Please write for list and prices to U. S. Stove Co., 235 Newberry Ave., Chicago, Ill. 2t14

CEYLON PLUMBAGO

We are prepared to supply Ceylon plumbago to the American market cheaper than elsewhere. Samples are to be seen at the office of this Journal. as well as at the office of the Merrick Foundry Supply Company, Toronto, Ontario, Canada. 30 shillings per ton freight to New York harbor.

J. WICKRAMANAYAKA & CO., Kalutara. Colombo, Ceylon. 1f

WANTED.

Three competent salesmen to sell stoves and ranges in Western Country. Give references and name salary expected; also what territory would be preferred.

Address F. B. S. care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 13.

WANTED

Sheet metal patented articles to manufacture on royalty or buy outright.

Address, "Sheet Metal," 115 Third St., 3t12 Middletown, Ohio.

NOTICE.

We have exceptional facilities for handling American products: Hardware, Sanitary, Heating and Ventilating Goods, Branches in England and continent. References furnished. Address

EXHIBIT & TRADING CO., Main Office, 155 Duke St., Liverpool, England.

PATENT LIGHTING PORTABLE PUNCH NO. 3; a high grade tool, adapted to all forms of curved or flange work; pays for itself every week in the year. Cap 3-16 iron.

For catalog and price address

American Lock Nut Company, Oregon, Illinois.

C. N. HOOPER, Dubuque, Ia.

VITREOUS ENAMELING

TECHNOLOGIST

Designs, builds and starts new plants. Improves quality and reduces the costs in those already established.

HOMESEEKERS EXCURSIONS

On FIRST and THIRD TUESDAYS in each month to **VIRGINIA**

Via NORFOLK & WESTERN RAILWAY

For all information as to Rates and Tickets and for LAND PAMPHLETS and descriptive matter, address ALLEN HULL, D. P. Agt., Columbus, Ohio

PATTERN LETTERS

WE HAVE THEM

SIZES, ONE EIGHTH TO TWO INCHES.

ROMAN, ROUND FACE GOTHIC, SHARP FACE GOTHIC, HAIR-LINE GOTHIC, FLATTENED FACE GOTHIC, ANTIQUE POINTED AND REVERSED NAMOS FOR BRANDING IRONS.

ST. LOUIS ELECTROTYPE FOUNDRY

214-216 PINE ST. ST. LOUIS, MO.

THE WIRE NOVELTY MFG. CO.

TINNERS' RINGS and CLIPS, and HANDLES. WIRE SHAPES. Swaging, Reducing and Pointing.

SEND SAMPLE FOR ESTIMATE.

WEST HAVEN, - CONNECTICUT.

$25 ON 5 TON

Is what you can save

We make all kinds of SCALES.

WRITE FOR PRICES

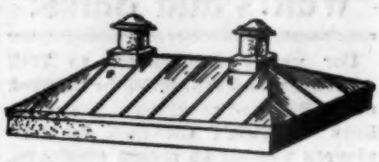
Also B. B. PUMPS and WIND MILLS

BECKMAN BROS., Des Moines, Ia.

COMBINATION

Toilet Paper Holder

This handsome article speaks for itself. Upper part highly nickeled; heavy wire, copper plated; the wood rod is a dead ebony black; include match strike and cigar receptacle. Write Fraskills Specialty Co., Reading, Pa. 5, 10 and 15 cent hardware articles our specialty. Chicago office, 103 Lake St.



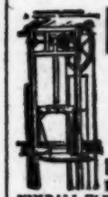
The Sheet Metal Specialty Co.

CANTON, OHIO

MANUFACTURERS OF

Galvanized and Copper Cornice, Skylights, Finials, Ventilators, Weather Vanes, Castings, etc. All kinds of Sheet Metal Work to order.

Send for catalogue and prices, as we can save you money.



ELEVATORS

Improved Quick and Easy Rising Steam, Electric and Hand Power.

Send for circulars.

KIMBALL BROS CO.

1031 Ninth St., COUNCIL BLUFFS, IA.

KIMBALL ELEVATOR CO., 139 Vincent St., Cleveland, O.

CORN CRIBS

Sizes 400 to 1000 bu.

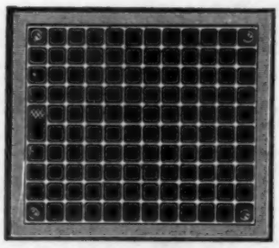
Cheap and handy. Can be set up in ten minutes. We also manufacture

Steel Grain Bins, Wire Field & Lawn Fence, etc

The Denning Fence Works

Cedar Rapids, Iowa

DEALERS



Who Make Money

Are quick to learn that "H. & C." steel floor and side wall registers are stronger, better and *cheaper* than cast registers. Do you know we have a steel side wall at the *same* price as the ordinary floor register?

NORRIS & LORING HDW. CO.

Exclusively Wholesale CEDAR RAPIDS, IA.

High Grade Porcelain and Majolica Enameling

in all shades and colors, on steel, sheet and cast iron.

Our Porcelain Enamel is unexcelled for stamped steel Kitchen Sinks, Refrigerator Linings, Lamp Shades and Ventilators, steel and cast iron Registers, Steel Ranges and Steel Stoves of any description and cast iron Stove Reservoirs, etc., etc.

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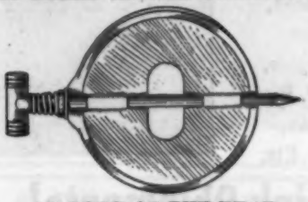

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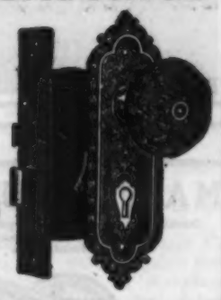

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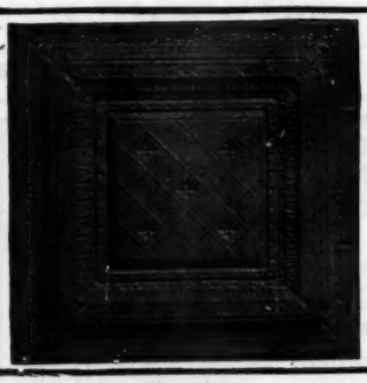

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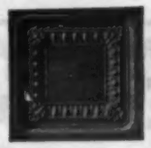

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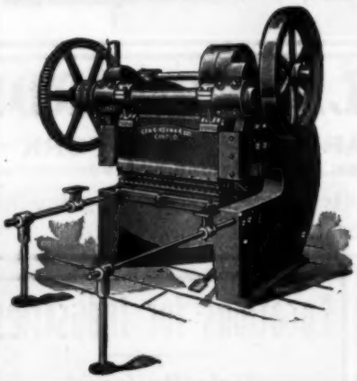

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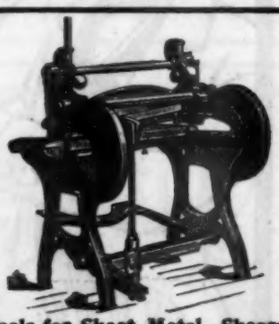

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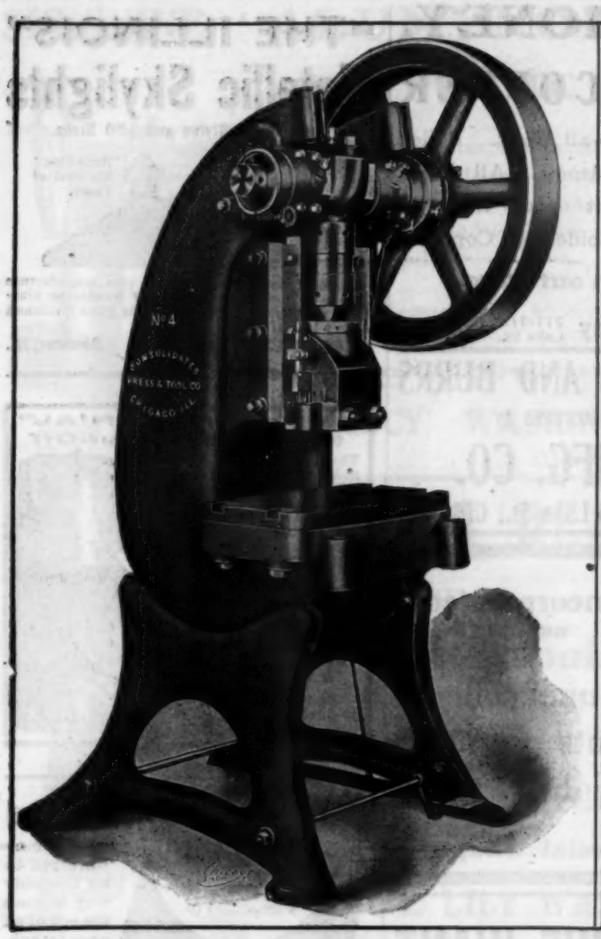

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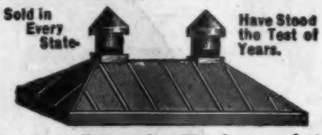

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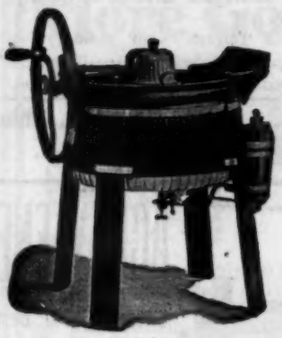

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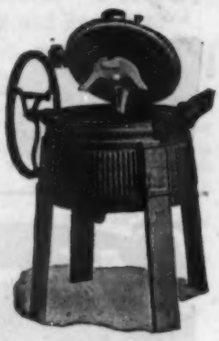

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AND THE
YAZOO & MISSISSIPPI VALLEY R. R.

For full information and descriptive pamphlet address

J. C. CLAIR, Industrial Commissioner,
1 Park Row, CHICAGO,

Why Certainly

the best washer on earth is the

"B B" Roller Gearing Rotary

Has case-hardened rollers, is noiseless, made of kiln-dried red cypress lumber, corrugated staves and bottom, has many more excellent features.

WORKS SO EASILY A CHILD CAN OPERATE IT.

A SAMPLE PROVES IT

THE BENBOW-BRAMMER MFG. CO.,
ST. LOUIS, MO.

THE ZIEGLER

The Only
AUTOMATIC LOCK CENTER
on the market.
Neat, Simple and Durable.

The Ziegler Neckyoke Co.
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STEEL SNOW SHOVELS, SIDEWALK SCRAPERS & ASH SHOVELS.

Remember our goods are far above the average in quality, style and finish, particularly finish.

A copy of our catalogue will refresh your memory on "NEVER-BREAK" seamless stamped steel cooking utensils, which we supply polished, tinned or enameled, and our other wares.

THE AVERY STAMPING CO., - Cleveland, Ohio.

Originators of "NEVER-BREAK" trade mark.

More Light

If you want the best light possible for your store, for about one-tenth the cost of gas or electricity, write for full particulars about the

ANN ARBOR GASOLINE LIGHTING SYSTEM

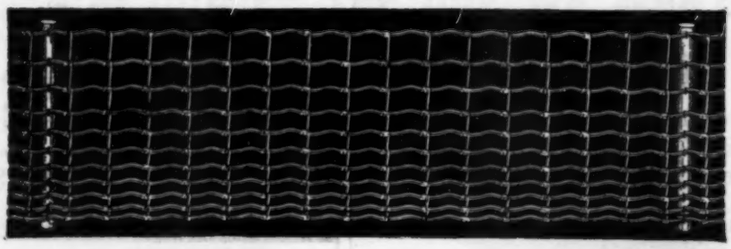
BRIGHT AS DAY, CLEAN, CONVENIENT, CHEAP

OUR SPECIAL INTRODUCTORY OFFER

will interest every merchant who believes in modern methods. Write for it to-day. Our catalog shows a full line of Independent Arc Lights and Gasoline Lamps for the house. We can use a few more hustling agents. Write for full particulars to-day.

SUPERIOR MANUFACTURING CO.
249 Second Street, ANN ARBOR, MICH.

Cyclone Spring Steel Fence



Farmers who have been "going to the depot" after their fence are learning that better values are offered by the dealer who has the right line. For particulars write us either address.

Cyclone Woven Wire Fence Co.,

CLEVELAND, OHIO WAUKEGAN, ILL. HOLLY, MICHIGAN

600 Different Specialties

Household Inventions and Bath Fixtures

If you haven't our Catalogue write at once

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Write: Please take our advertisement out of your paper for 7-foot Robinson Cornice Brake. We are getting too many answers.

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Cheapest and Best Light in the World

We have devoted *much time* toward the construction of a machine to meet the demand and the **Acetylene Light & Heat Co** congratulate themselves *that they* have *overcome* all objectionable features in *Acetylene machines* heretofore offered to the public.

Our Automatic feed and double generators, together with perfect filterer, make the Gas pure and cool, thereby preventing carbonization. The **Graf** *Acetylene machines* are so constructed that an accident is *impossible* even with the most careless attention. For further information write

ACETYLENE LIGHT & HEAT CO.,
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Headquarters for

STAPLES AND THINGS.

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THE SOUTHERN STATES

of Alabama, Kentucky, Tennessee, Mississippi, Georgia, Florida, Virginia, North Carolina, South Carolina and southern Indiana and southern Illinois, along the

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offer the finest advantages for Manufacturers, Investors and Homeseekers. There are many good locations where Factories will find excellent Locations with plenty of Raw Material, Labor, cheap Power and good Marketing facilities.

There are especially fine Investments available in Timber, Mineral and Farming Lands.

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More Goods at Less Cost

That is just what it means to you.

You can handle your goods cheaper, easier and quicker on our low down, short turn delivery wagons than on any other kind. See cut of gear. Body is low down, only 20 inches from ground, and is full width. Full height wheels in front, making light draft, yet on account of our Patent Short Turn Gear it will turn shorter than a high cut under. **Easy to load.** One man with our wagon can do the work of two with a high wagon. **Draft is light.** One horse can haul big load. **Short turn** so can get around in alleys and crowded streets. **A good ad** and an economical investment.

Stop and Think What This All Means.

It means that no up-to-date, economical merchant can afford to buy or use any other wagon. We make the only successful short turn low down wagon on the market. That we have proven to thousands. **We make them to order** as good, as durable and as satisfactory as the best of material and superior workmanship can produce. Built to run every day, everywhere, and to stand up.

WE MAKE MANY STYLES suitable for all kinds of trade, Hardware, Furniture, Piano, Grocery, Milk, Laundry, Bakery, Meat. Complete catalog on request. It will pay you to investigate. Mention this paper and address in full.

SYCAMORE WAGON WORKS, 109 Edwards St, Sycamore, Ill.

FORMERLY SHIPMAN, BRADT & CO., DE KALB, ILL.

A BURGLAR PROOF

Sash, Lock and Ventilator

WHICH it is impossible to pry open with a crow-bar or jimmie, and which is not only a window stop, but does away with the old style center lock. A boon to contractors. It sells rapidly at sight when shown to any hardware man or builder.

It permits opening of window six inches from bottom or top and locks the window securely either open or shut.

RETAIL PRICE

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Nicely packed screws and directions included. Copper oxidized finish.

Write for wholesale prices and terms.

SAFETY WINDOW LOCK & VENTILATOR CO.

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Samples sent free on application.

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Light, smooth, full measure and guaranteed perfect. Made from original patterns. Metal, the right kind in the right place. Ask your jobber for them or write us.

D. R. SPERRY & CO. Hollow-Ware Founders, BATAVIA, ILL.

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For FENCE BUILDING, DITCH DIGGING, HAY CUTTING, TILE LAYING,

ALWAYS RELIABLE

Curing Poor Drawing Chimneys,

PUTTING UP CONDUCTOR PIPE.

FOR SALE BY JOBBERS.

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JOHN PORTER, ALTOONA, PA., Writes: "I can't run my shop without THE AMERICAN ARTISAN."

The Eclipse Akron Spirit Level.

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Sent to all dealers on approval.

Write for our new illustrated catalog and prices.

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Improved Carpenters Tools

Sold by All Hardware Dealers. NEW BRITAIN, CONN.

IMPROVED OIL CAN FAUCET.

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Contractors and Manufacturers of

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LIGHT MACHINERY,
SPECIAL TOOLS,
AIR COMPRESSORS,
SMALL BRASS PARTS,
PATTERNS, MODELS,
EXPERIMENTAL WORK, ETC.

The Manufacturing of BRASS FAUCETS of any size, style or description is one of our Specialties.

A SUITABLE LOCATION for any physician, professional or business man as well as any industry is easily found by consulting the Industrial Department of this Company.

The proposition submitted will be attractive, embodying full information, such as will enable intelligent action in such an important matter as change of location.

Our monthly magazine of Southern Opportunities will prove invaluable to those interested in the South.

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The climate is delightful, winter and summer, the atmosphere salt-laden and perfumed by the odor of thousands of blossoming orange, lemon, grape fruit and guava trees, and most beautiful and fragrant of flowers.

A land of perfect health and plenty, ideal living, where crime, trouble and ill-health are positively unknown. Cultured, refined people. Manatee booklets free on request.

The most costly piece of literature ever issued by a railroad is the special southern edition of the Seaboard Magazine of Opportunities—yes, there is one for you. It is unique, contains no advertisements, and little reading matter. Embodies numerous full page photo-gravures, the most exquisite examples of modern printers' art. It would command fifty cents from booksellers.

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SEABOARD AIR LINE RAILWAY

WE MAKE the best plane iron on the market and supply more than ¾ths. of the irons now used in wood planes.

OUR WOOD PLANES ARE WINNERS

Don't forget us entirely when on the market for cabinet makers tools of all kinds, or hand screws as they are specialties of ours.

Smoothing Plane

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Fore Plane

SANDUSKY TOOL CO.

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JAWS—FINEST TOOL STEEL.
FRAMES—HIGH GRADE CAST STEEL.

Send for Nipper section of the Green Book Hardware Specialties.

SMITH & HEMENWAY CO.,
Mfrs. Cutlery & Hardware Specialties.

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Mfrs. Nippers & Pliers.

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Southnek & McElrath,
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"Please take out our Want Advertisement. We have too many letters to answer."

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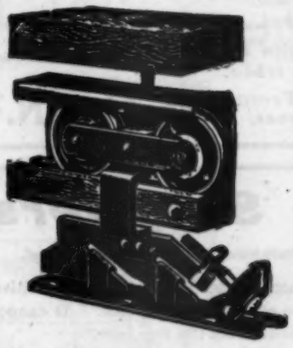

Ball-Bearing, Noiseless, House Door Hanger combines all the best features and is a trade winner.

We make all the leading styles of door hangers for sliding doors. Catalogue free.

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AURORA, ILL., U. S. A.

GOODRICH LINE STEAMERS

YOUR CHANCE FOR SUMMER ENJOYMENT

3 and 4 Days Lake Trip $13
Chicago to Menominee, Mich. & Ret.
Including Berth and Meals.

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Chicago to Mackinac Island & Ret.
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Muskegon or Grand Haven
And Return From Chicago, **$2.75**

MILWAUKEE
And Return From Chicago, **$1.50**

Write about it
R. C. DAVIS, G. P. A.
Chicago, Ill.

GOODRICH LINE STEAMERS

8½ inches long. Jaws take from ⅜ to ⅞. Cuts bolts for pump rods.

SPECIAL WRENCH FOR PUMP RODS.

Everyone buys **HAWKEYE WRENCH** on sight; all that's necessary to sell it is to show it. It should be in every Hardware Store. Be the **FIRST** in your town to have it in stock.

Will Remove
"NEVERSLIP" and "ROWE" Calks.
The Best Wrench Made
Has more uses than any wrench made. You can't break the jaws off this wrench.

SOLD BY ALL JOBBERS.
HAWKEYE WRENCH CO.,
Mfrs., MARSHALLTOWN, IA.

Made in two styles—different size thread for pump rods.

Make More Money

Rural Routes are going in all around you. New boxes are needed on old routes. You should get this business. You *can* get it with

Bates-Hawley Patent **SIGNAL MAIL BOX**

It is the original box for Rural Routes with special endorsements of Postmaster General. The best made, the best liked, the best advertised and the easiest sold.

SIGNAL MAIL BOX CO.
106, Benton St., JOLIET, ILLINOIS.

DAVISON'S LATEST NOVELTY

A perfect working model Pistol, exact size of cuts, shoots a small blank cartridge, making a very loud report.

Handsomely finished in nickel plate, and with Ebony and Ivory handles.

Retails for 50 cents and trade price $3.00 per dozen for pistol. Cartridges 50c per hundred.

Dealers will find that they are the best selling article in the hardware trade.

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Stay-In Flue Stoppers

Brass Finished, Nicely Decorated.

The best flue stop made. Sold with a positive guarantee to be absolutely soot proof. It cannot be jarred or blown from the flue hole.

You cannot afford to be without a flue stop that will stand the above guarantee.

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Manufacturers of Pieced Tinware and all styles Flour Sifters.

FOX SHAVING SETS

Every article in this set is guaranteed. The razor is a Fox, which is known all over as the best made. It retails for $3.

FOX CUTLERY CO.
DUBUQUE, IOWA

Take the Bull By the Horns

in meeting catalogue house competition.

Don't let any hardware trade in your vicinity get away because prospective customers ask for goods you don't carry and can't make an off-hand price on. Get our

RETAIL PRICE LIST

quoting retail prices on our extensive line of goods.

"If It's HARDWARE—It's There."

This will enable you to secure a large number of orders you would otherwise lose **without investing a single cent in extra stock.**

Our shipments are prompt.

Location is unsurpassed.

Stock is suited to your customers' needs.

Our specialties including

Queen Shears

are all trade winners.

Farwell, Ozmun, Kirk & Co.
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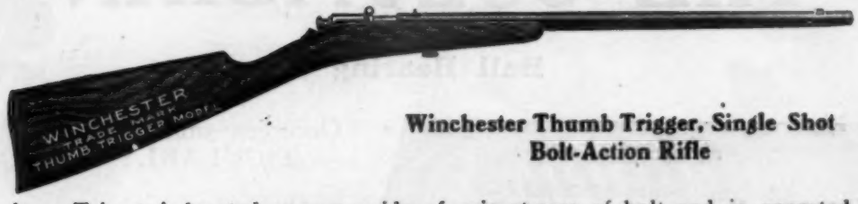
—Some Essential Oils for Advertising.

READY NOW—TWO NEW

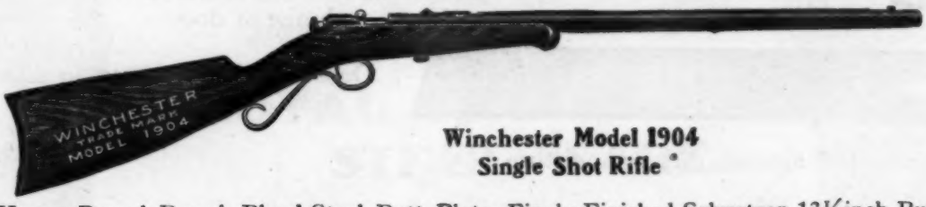
WINCHESTERS



Winchester Thumb Trigger, Single Shot Bolt-Action Rifle

A decided novelty. Trigger is located on upper side of grip at rear of bolt and is operated by downward pressure of thumb, obviating "pull-off" in firing.

Weight, 3 lbs. List price, **$3.50.** Ten rifles to a case.



Winchester Model 1904 Single Shot Rifle

21-inch Heavy Round Barrel, Blued Steel Butt Plate, Finely Finished Schuetzen 13¼ inch Butt Stock.

Weight, 4 lbs. List price, **$6.00.** Ten rifles to a case.

Both above are "Take Down" and have the bolt action that made the Winchester Model 1902 Rifle famous and so widely imitated.

Send for Illustrated Detailed Description.

WINCHESTER REPEATING ARMS CO.

NEW HAVEN, CONN.

Meat and Food CHOPPERS

40 Sizes and Styles for Hand and Power from $1.00 to $300.00

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"ENTERPRISE" FOOD CHOPPERS

TINNED

No. 100 Chops 2 lbs. of Meat per Minute, $1.50
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FOUR KNIVES WITH EACH MACHINE

Fine Medium Coarse Nut-Butter Cutter

Order from your Jobber Illustrated Catalogue Free

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Rapid Grind ng and Pulverizing MILLS

40 Sizes and Styles for Hand and Power from $1.25 to $500.00

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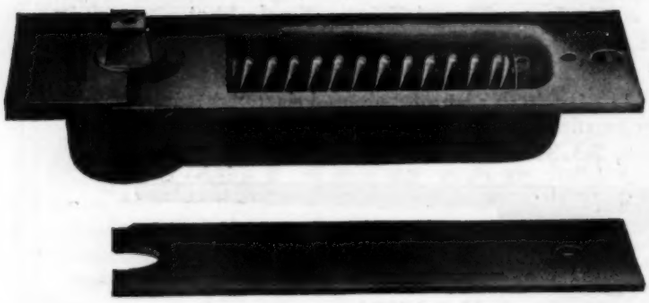
NEW FLOOR SPRING HINGE

"THE COLUMBIAN"

Ball Bearing



Occupies small space in floor—PARTICULARLY in DEPTH.

Easily put in place.

Tension regulated without disturbing hinge or door.

Door may be removed in a moment's time.

Protected against dirt or moisture.

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HAND, BACK, GAUGE, COMBINATION, HACK, JOINERS, KEY-HOLE, NEST, COMPASS, PATTERN-MAKERS, DOVETAIL, MITRE-BOX, PLUMBERS, PRUNING, SQUARE-HOLE, STAIR-BUILDERS, TURKISH, WOOD SAW, BUCKS, RODS, BLADES, WEB, BUTCHER, KITCHEN, DEHORNING, SAWKNIFE, ETC., ETC.
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SQUARES, BEVELS, GAUGES, LEVELS, PLUMB & LEVELS, TROWELS, SCREWDRIVERS, PLUMB-BOSS, STEEL RULES, STRAIGHT EDGES, CABINET SCRAPERS, SLAW CUTTERS, CROUT CUTTERS, SWAGES, SAWSETS, MANDRELS, GUMMERS, SAW JOINTER, SAW CLAMPS, FILES, KNIVES—CLOTH, CORN, CANE, CORK, HEDGE, MACHETTES, ETC.

WE MANUFACTURE THE FINEST AND LARGEST LINE OF SAWS IN THE WORLD.

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KEY STONE, SAW, TOOL, STEEL & FILE WORKS,
PHILADELPHIA, PA.

ROYAL GRANITE STEEL WARE

Protects this boy from any possible danger.

Dealers should protect their customers by handling Royal Granite Steel Ware only, for a Gray Mottled Ware, as it is a guarantee of absolute purity and perfect workmanship and finish.

Don't be deceived by cheap imitations containing injurious ingredients, but insist on getting

ROYAL GRANITE STEEL WARE.

Made only by

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ST. LOUIS MILWAKUEE NEW YORK BALTIMORE NEW ORLEANS CHICAGO

Quick Shipments are commercial life preservers. The hardware man who gets an order for any hardware article in the morning, telegraphs in to us and can send his delivery wagon around with the goods either that afternoon or the next morning at the outside, is not going to sink in the sea of competition—not by a jugful.

While "choice of the wrong jobber" is not given by Dun or Bradstreet as a cause of commercial failure, you and we both know many a hardware dealer who had to throw up his hands because his jobber was a slow shipper, or charged him so much he didn't make sufficient profits, or pressed him injudiciously for payments, causing him to make ruinous sacrifices.

Have you ever done business with Lee-Glass-Andreesen Hardware Co., Omaha, Neb. If not, you don't know the business bringing and holding power of the right kind of a jobber back of you.

You Would be Surprised at our prices for **ROOFING TIN**

If you had an idea of the quality. The fact that we make all our own plates explains why we can furnish such material for the price. A postal will get you sample set "A."

THE McCLURE COMPANY
PITTSBURG PHILADELPHIA
MILLS: Washington, Pa.

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Far-famed for
RELIABILITY, UNIFORMITY, and GENERAL EXCELLENCE.

The easiest ammunition to sell and the most satisfactory to use.

PETERS CARTRIDGES

are made by wide-awake men using up-to-date methods, and their equal is not to be found.

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STEVENS FIREARMS

Standard of the World

Dealers should handle Stevens Firearms, because:

1. They are meritorious, possessing the essential properties of accuracy, safety and reliability.
2. They are popular with the sport-loving public the world over.
3. They are thoroughly well advertised.
4. They have the trained experience of almost half a century of manufacture back of them.
5. They combine the maximum of quality for the minimum of price.

Live progressive Hardware and Sporting Goods Dealers cannot afford to omit carrying this notable line in stock.

We manufacture a complete line of
Rifles, Pistols, Shotguns.

Ask your Jobber and insist on the "STEVENS."

Our illustrated catalog, containing detailed descriptions of all our products, should be in the hands of every dealer. SENT FREE UPON REQUEST.

J. Stevens Arms & Tool Company
197 Main Street,
CHICOPEE FALLS, MASS., U. S. A.

Tin and Terne Plates

We've just issued a price list of Terne Plates, giving sizes we have for immediate shipment, and quoting special prices.

Every Tinner needs a copy,—it will save money for you. Ask for it—to-day!

ILLINOIS ROOFING & SUPPLY COMPANY
23 Lake Street, CHICAGO

OSGOOD STANDARD SCALES

Ask your jobber about them.

COAT and HAT HOOKS

The Bradley "Metal Clasp"
Has a stiff brace in the angle which no other hook has, and a full rolled thread. Strongest and Best.
ATLAS MFG. CO., New Haven, Conn., U.S.A.

Champion Stove Clay

The only Stove Lining made of crucible materials.

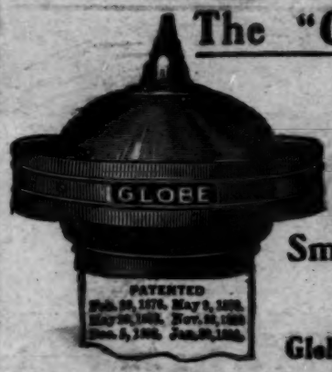
Packed in 2½ lb., 6 lb. and 10 lb. pasteboard boxes.

Order it from your jobber.

The best and most refractory lining made.

Bridgeport Crucible Co. Bridgeport, Conn.

The "Globe" Ventilator



In Brass, Copper, Galvanized Iron, and with Glass Tops for Skylight purposes.

For Perfectly Ventilating

Schools, Churches, Halls, Mills, Factories and Audience Rooms of Every Character.

Smoky Chimneys Cured.

"Globe" Ventilated Ridges. Send for Pamphlet.

Manufactured by
Globe Ventilator Co., Troy, N. Y.

The drummer sometimes earns his dues:
'Tis said the "Cat" will never lose;
But Advertisements *always* pay;
They're somehow *always* in the way.

ATKINS HIGH GRADE SILVER STEEL HAND SAWS

GOOD FOR THE DEALER GOOD FOR THE MECHANIC TRADE WINNERS

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